

FIG. 1A

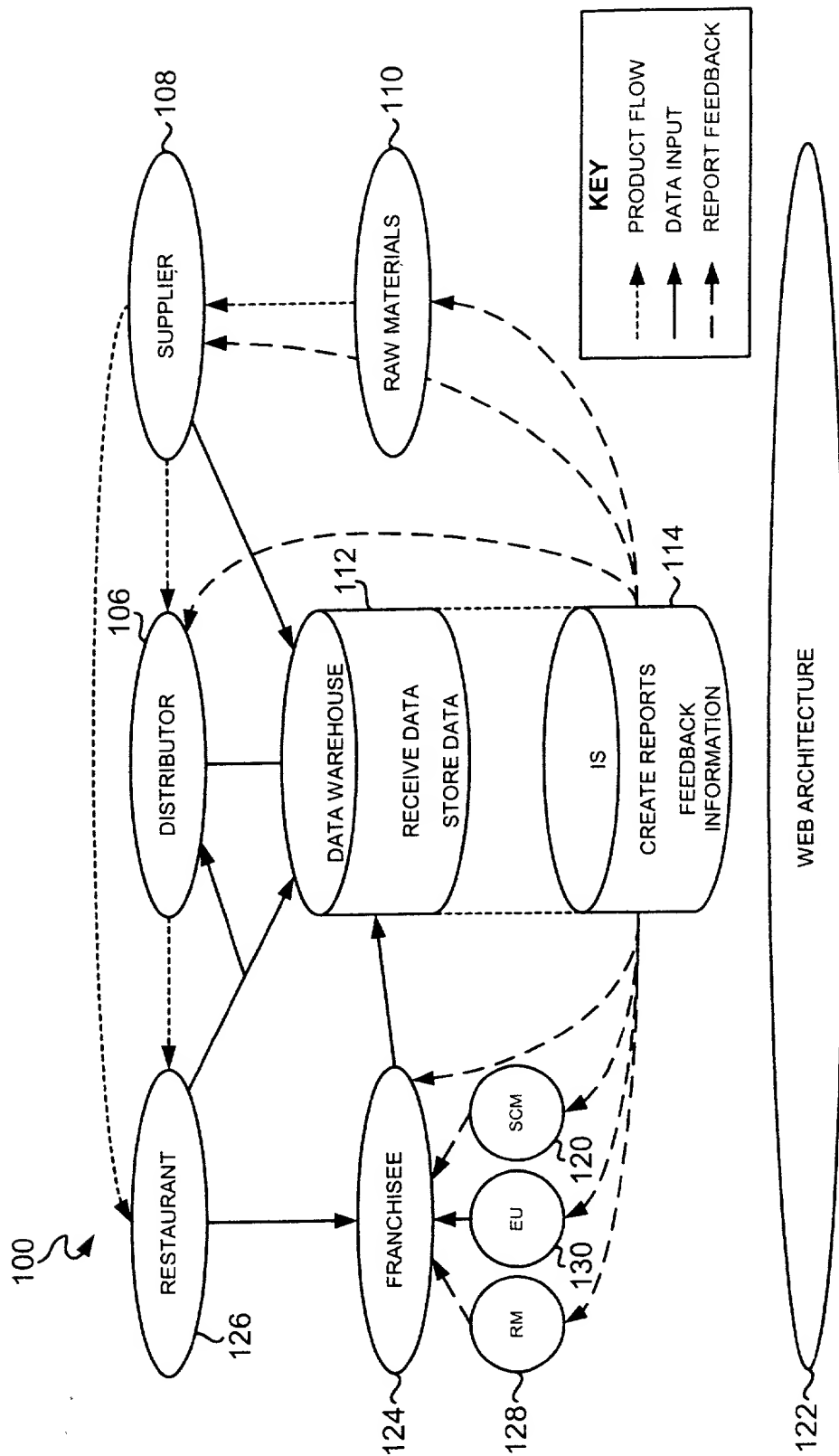


FIG. 1B

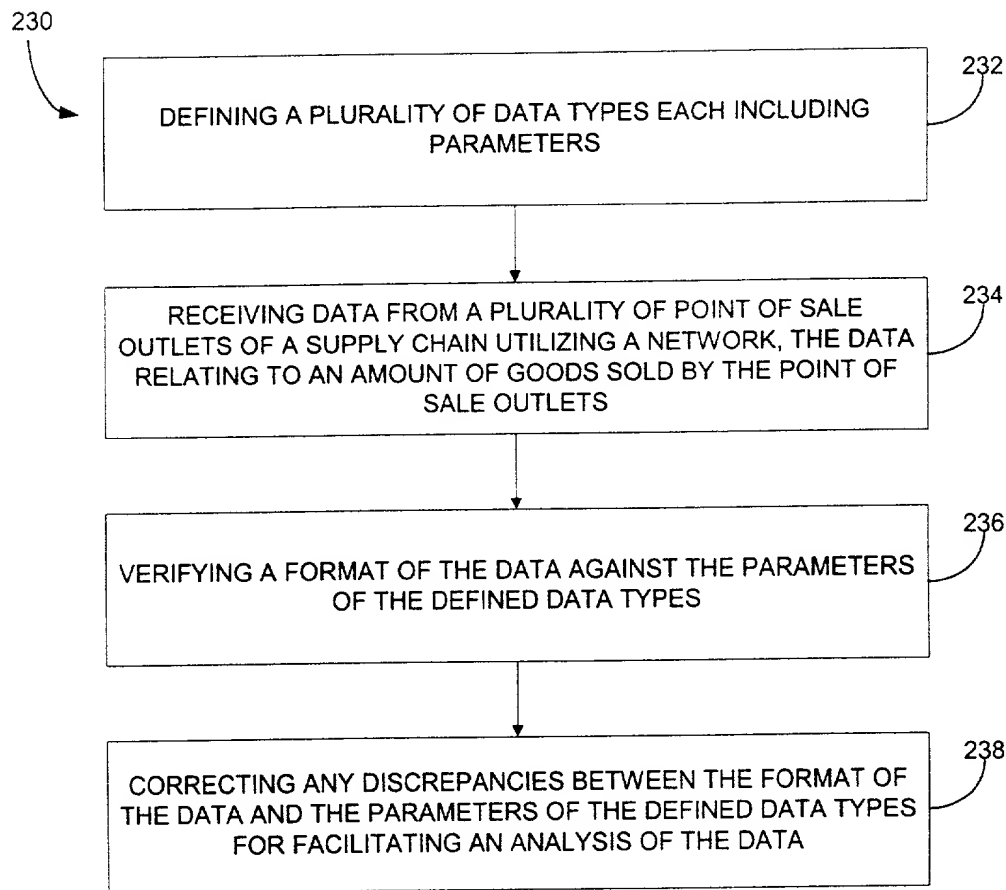


FIG. 2

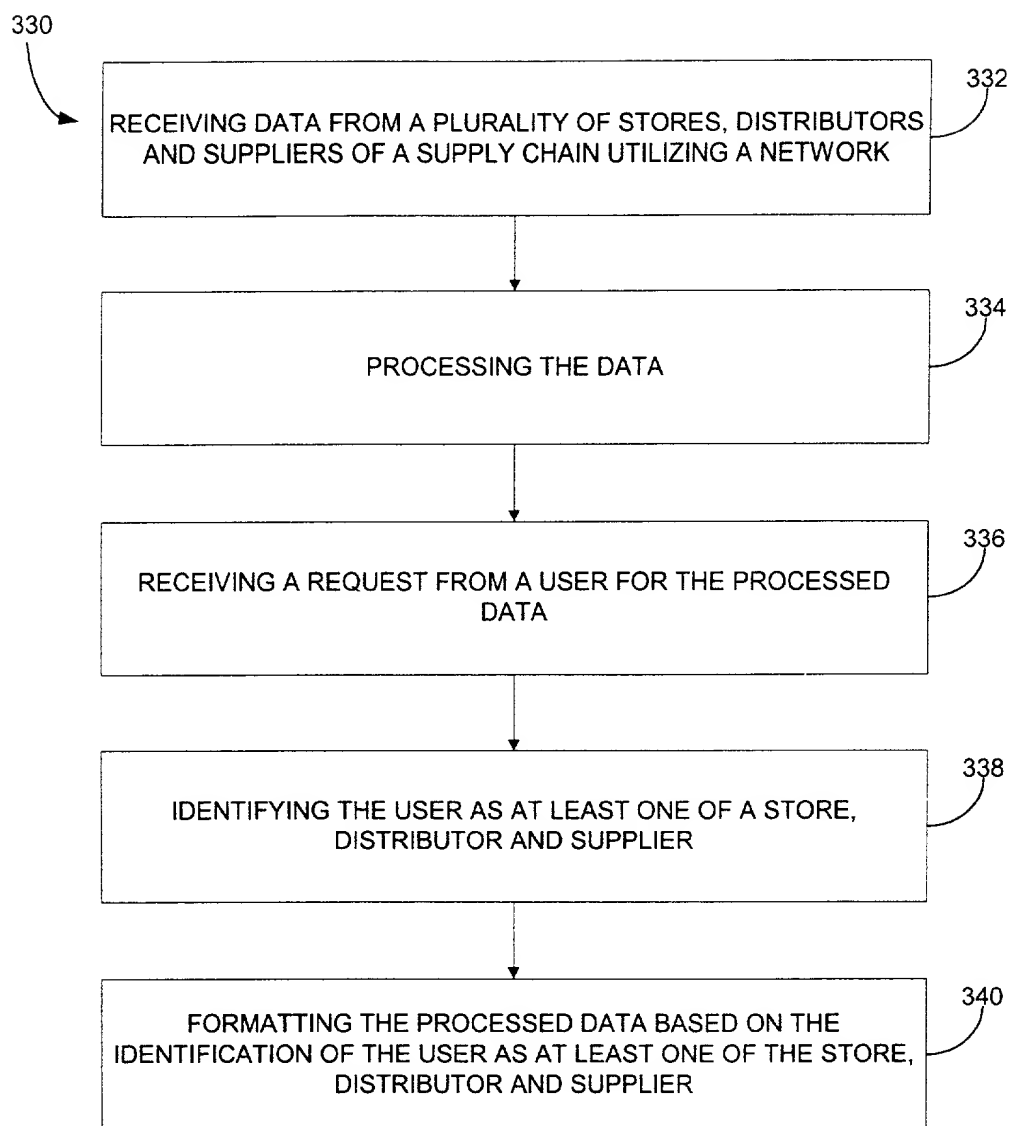


FIG. 3

094577.070601

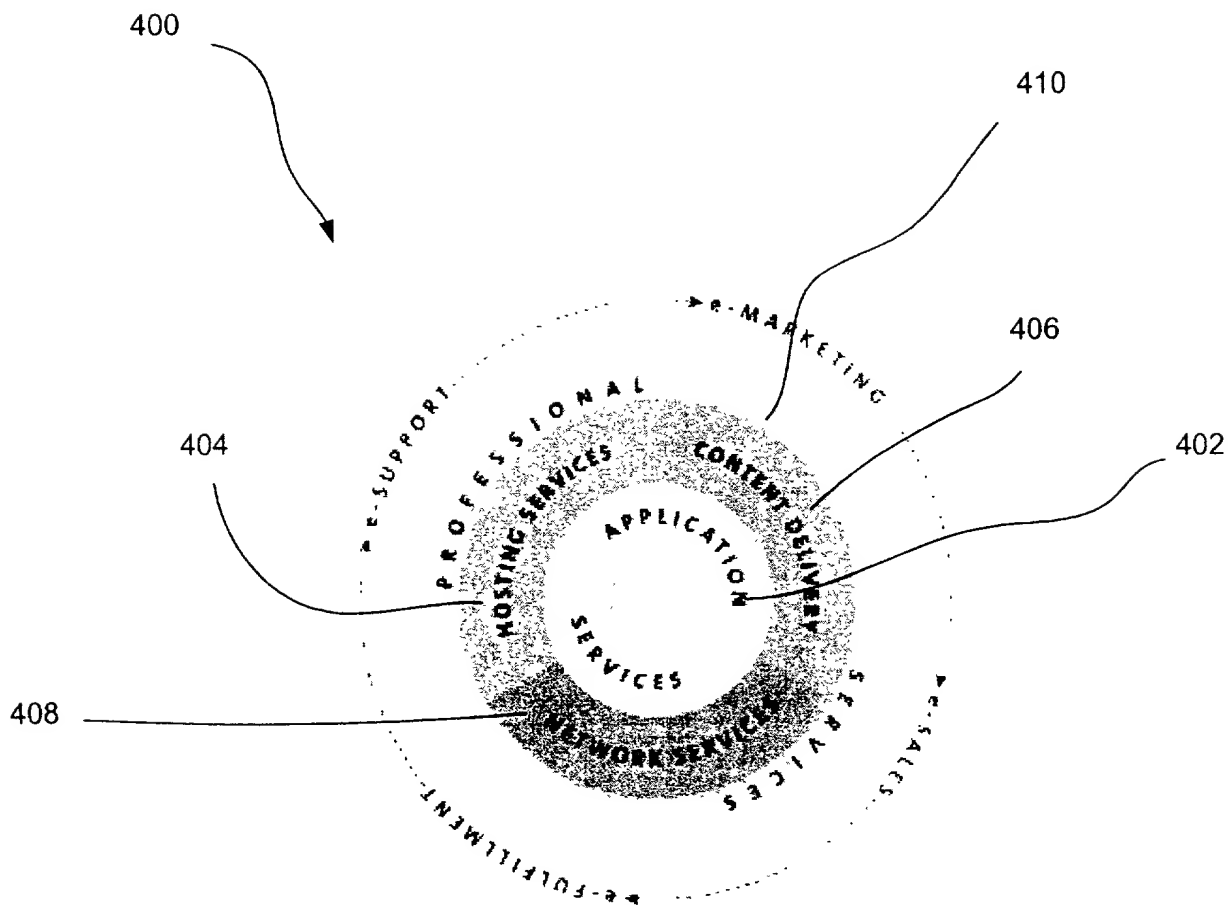


Fig. 4

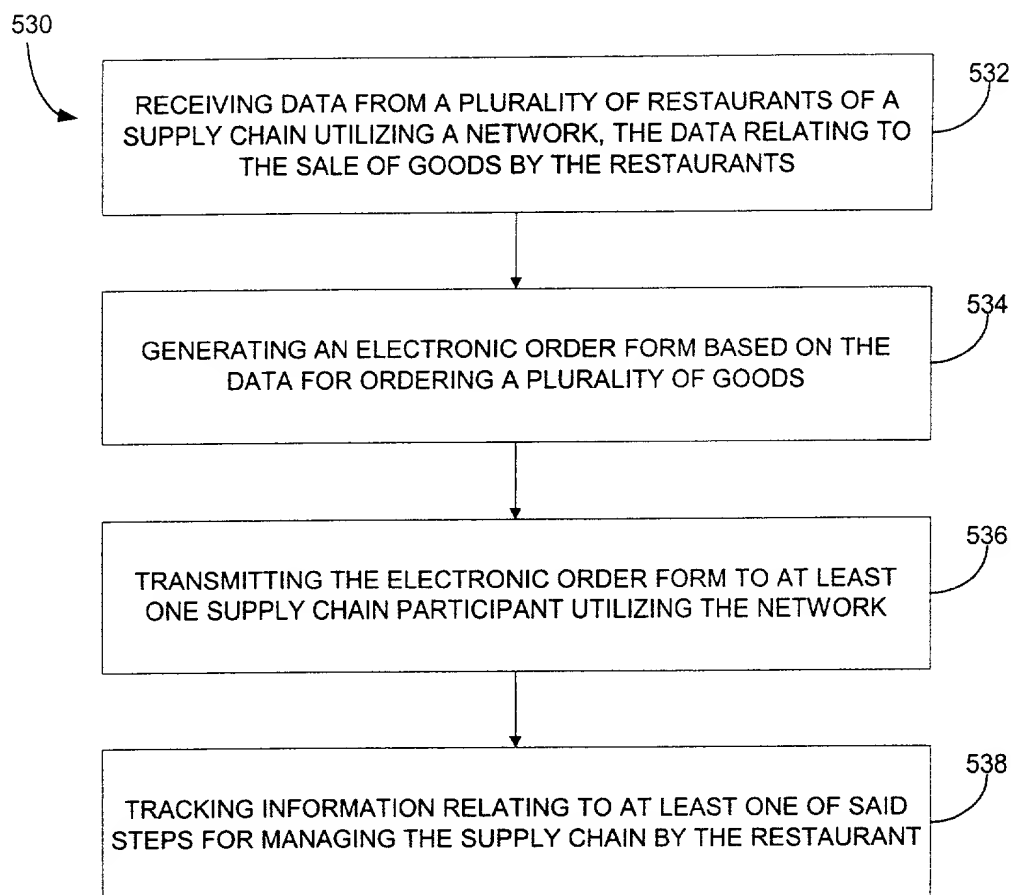


FIG. 5

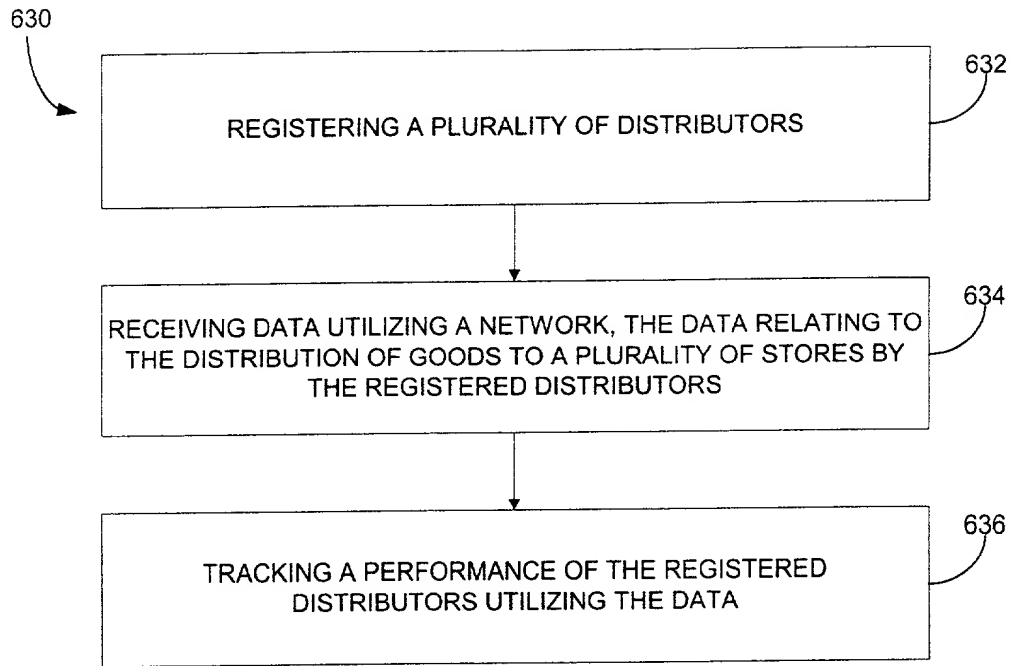


FIG. 6

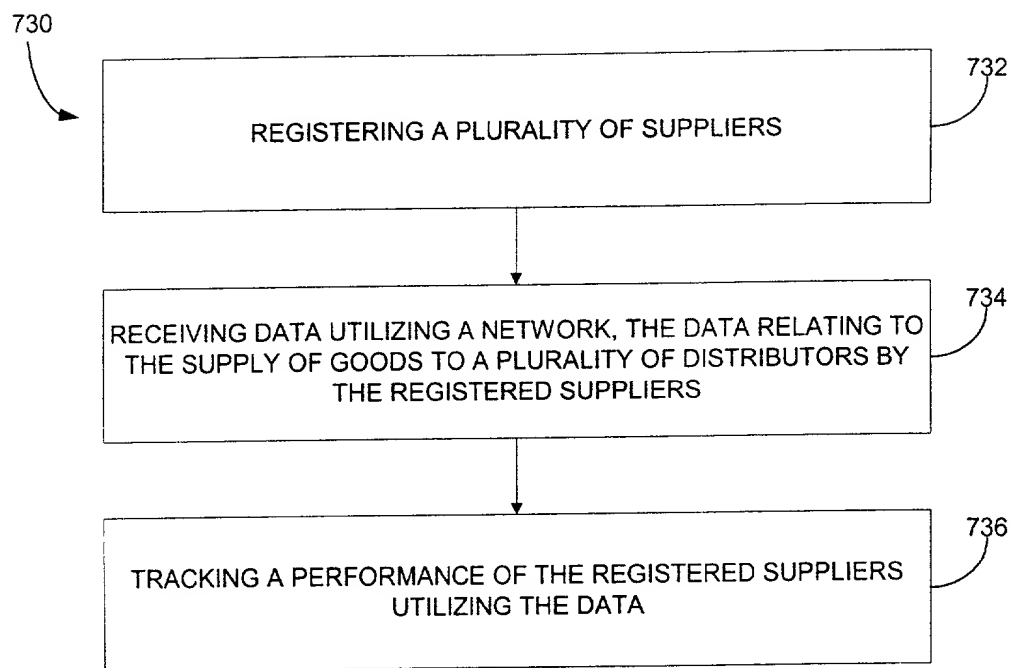


FIG. 7

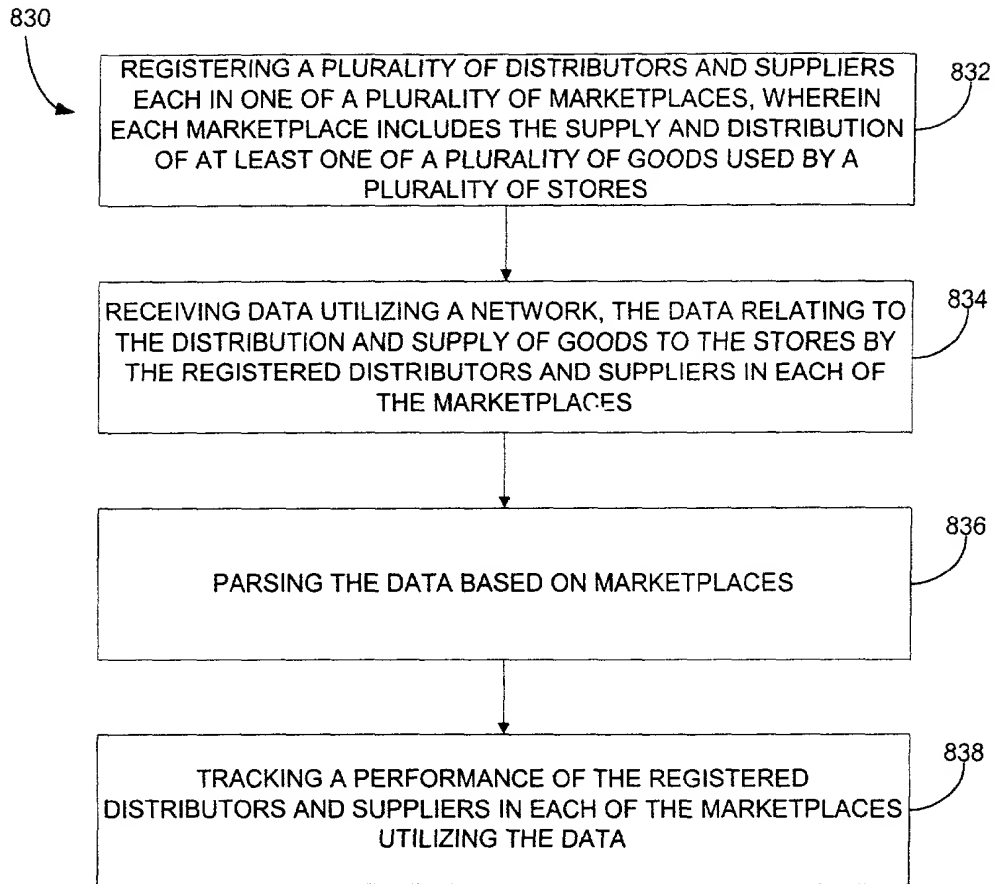


FIG. 8

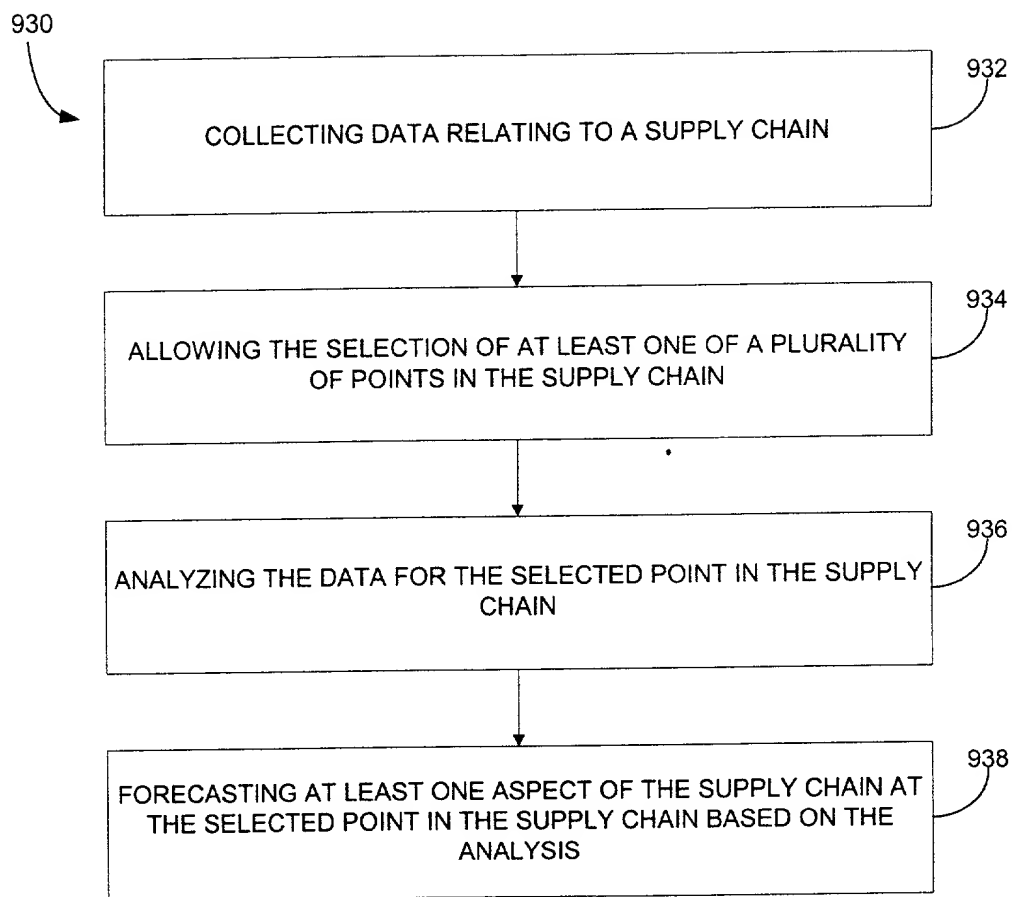


FIG. 9

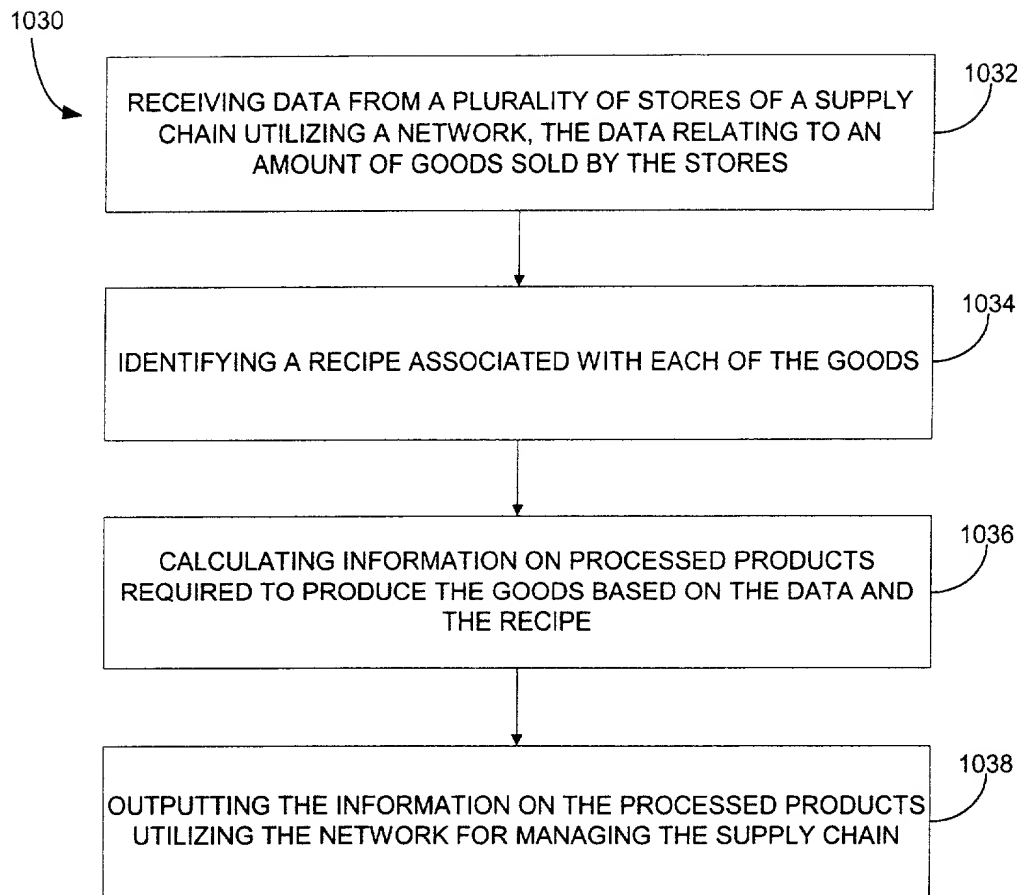


FIG. 10

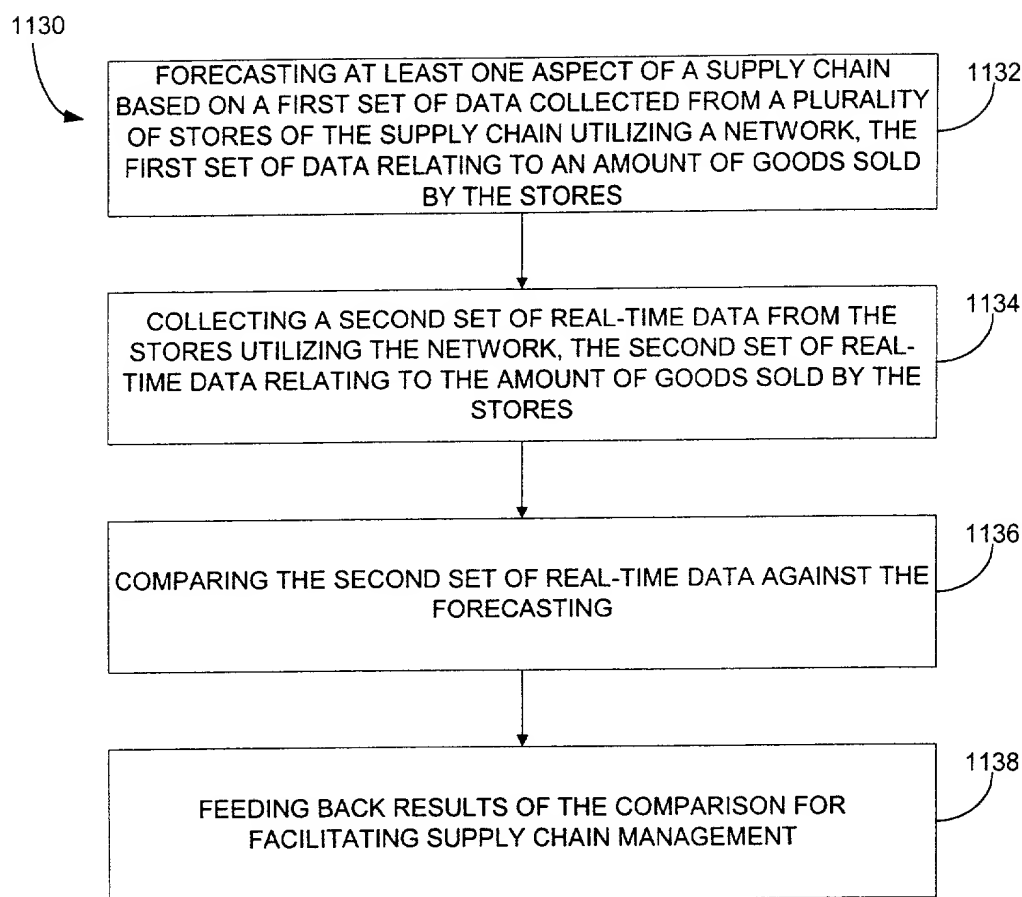


FIG. 11

109020-1/131350

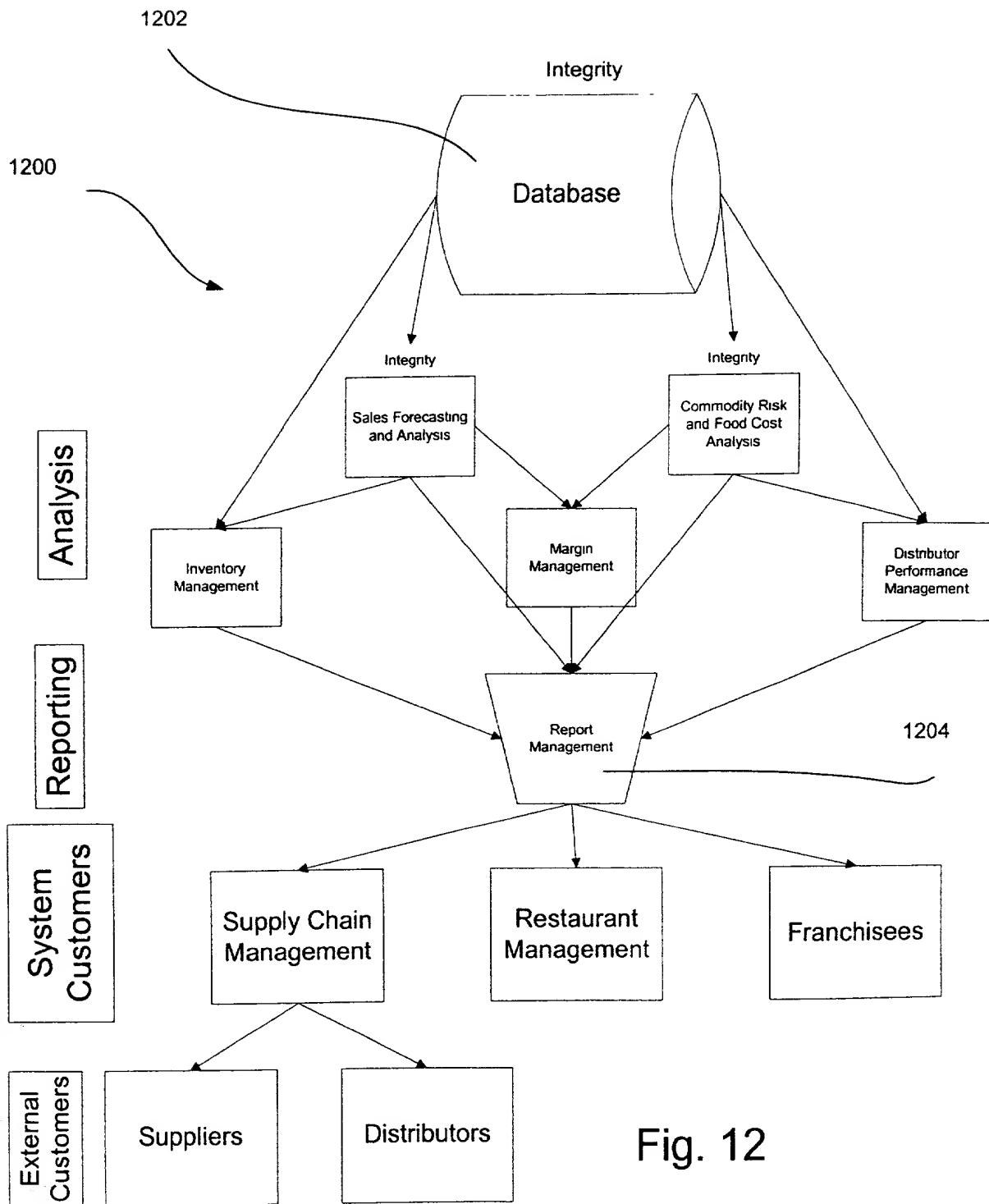


Fig. 12

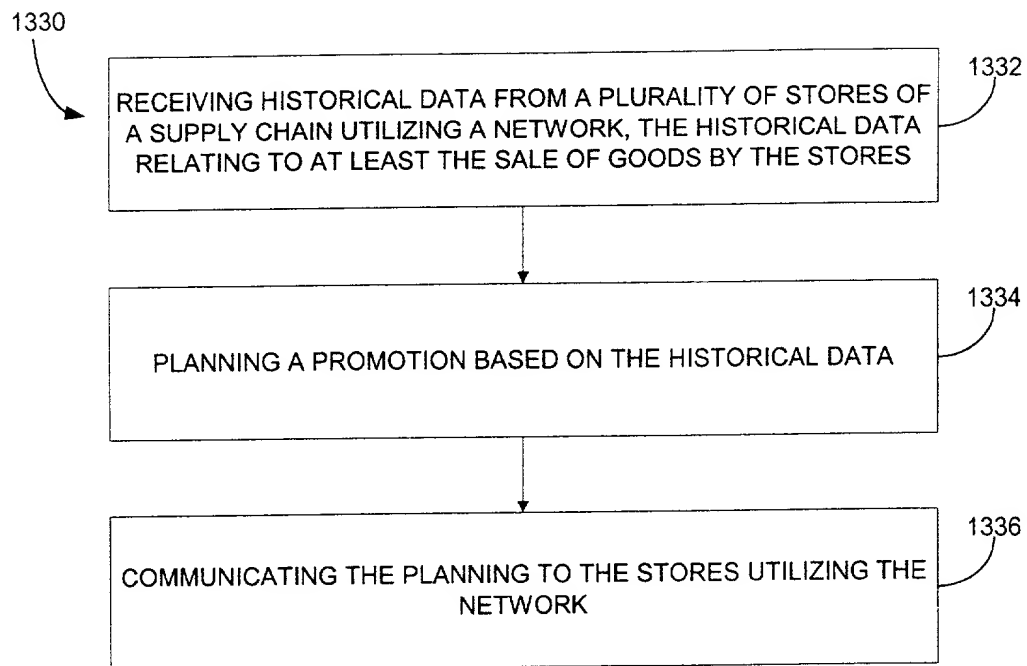


FIG. 13

094577.0604
109040"/257860

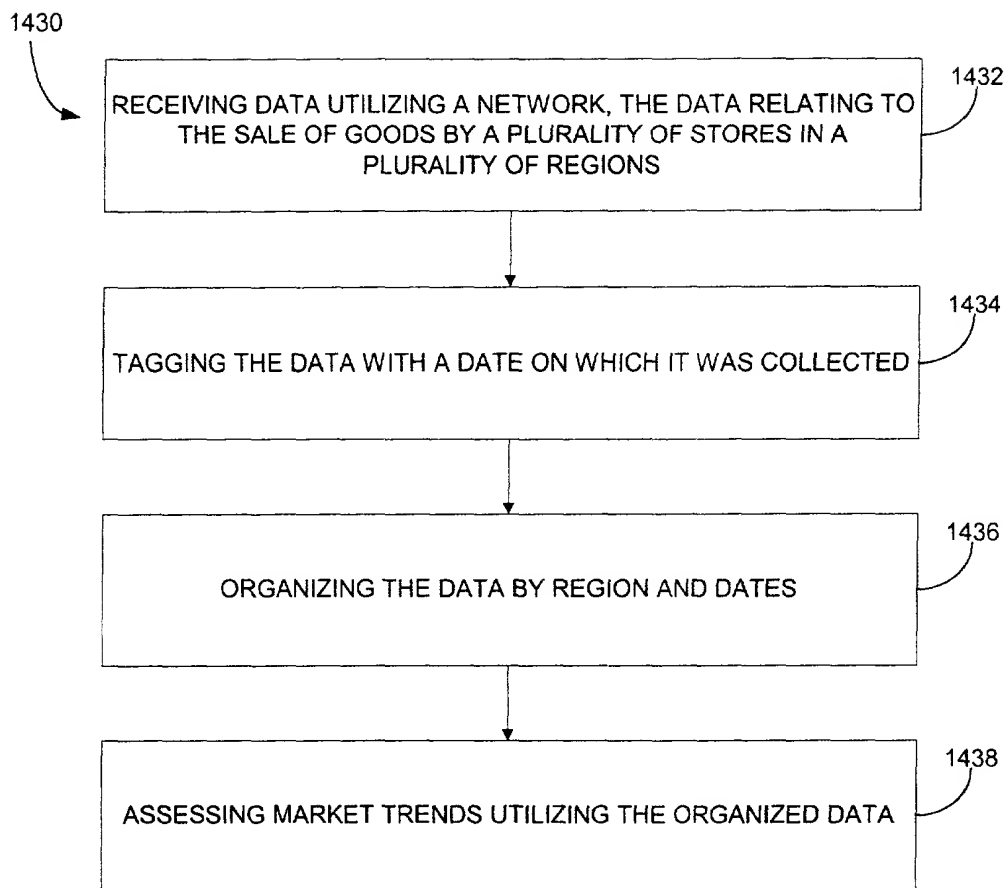


FIG. 14

094577.070601

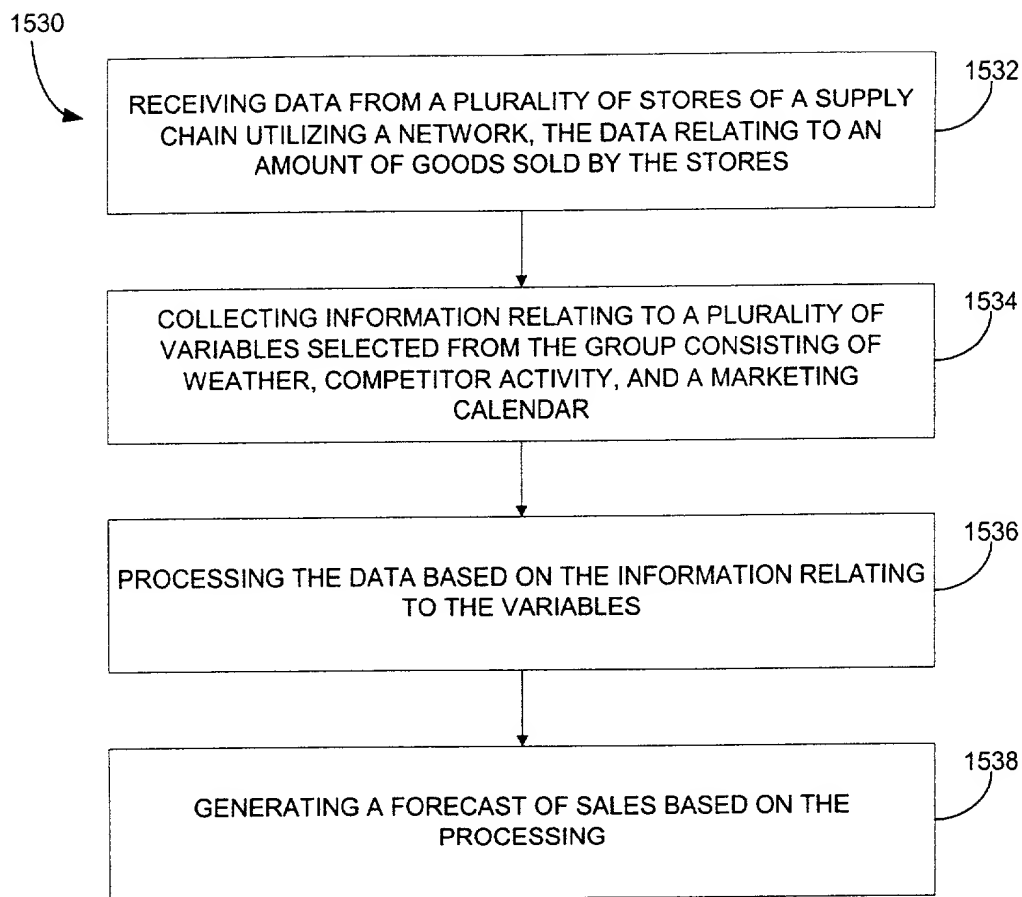


FIG. 15

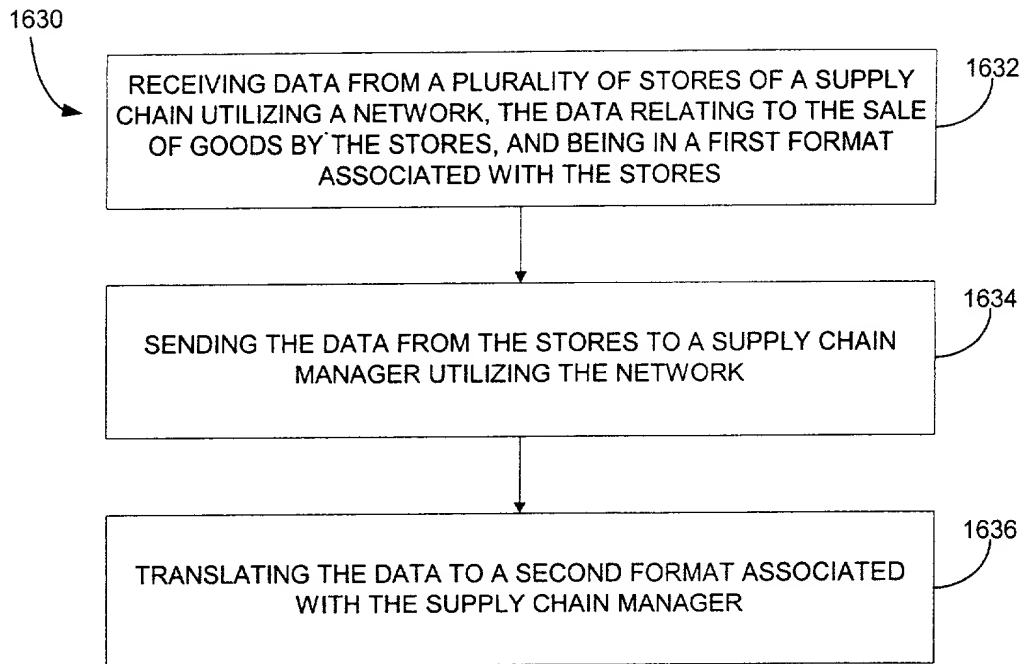


FIG. 16

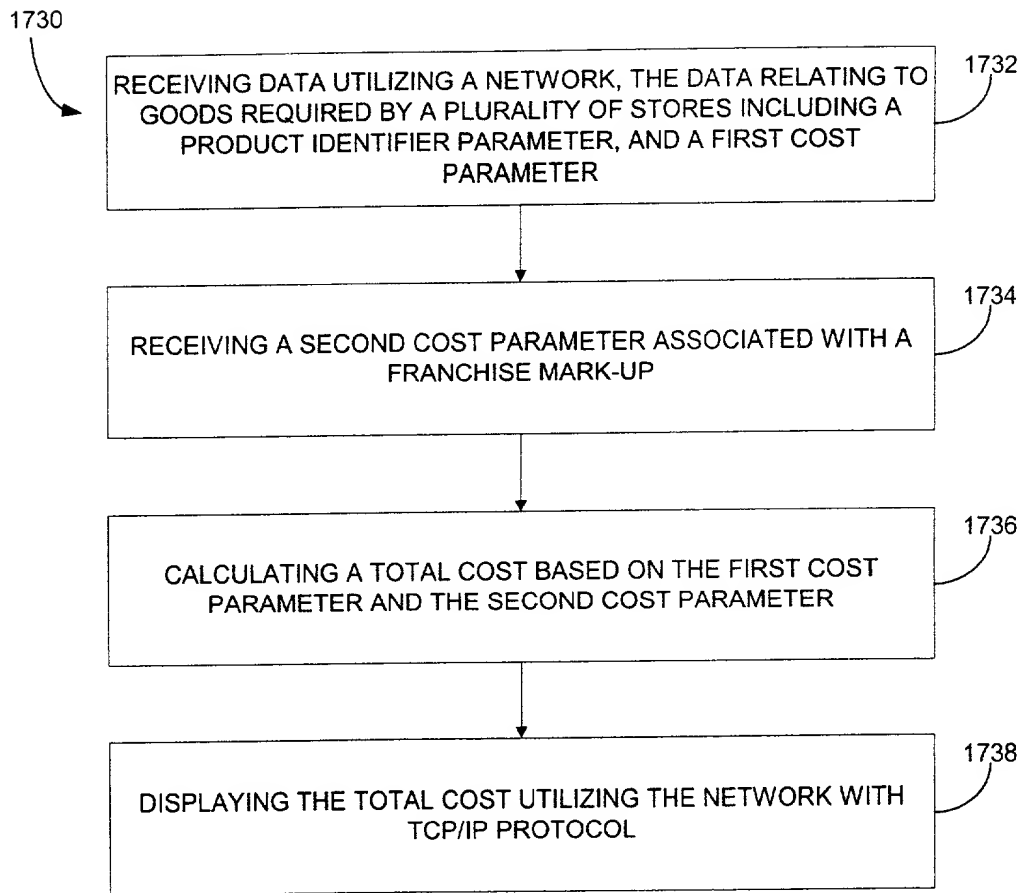


FIG. 17

109377.070601

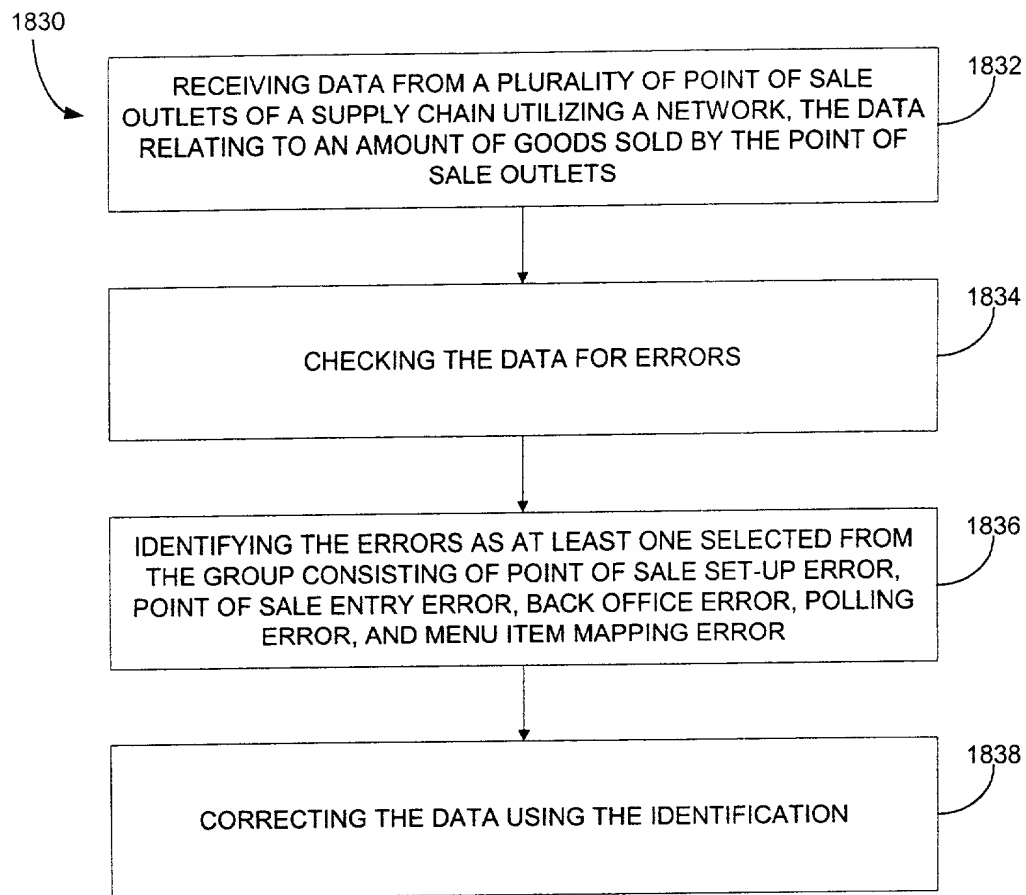


FIG. 18

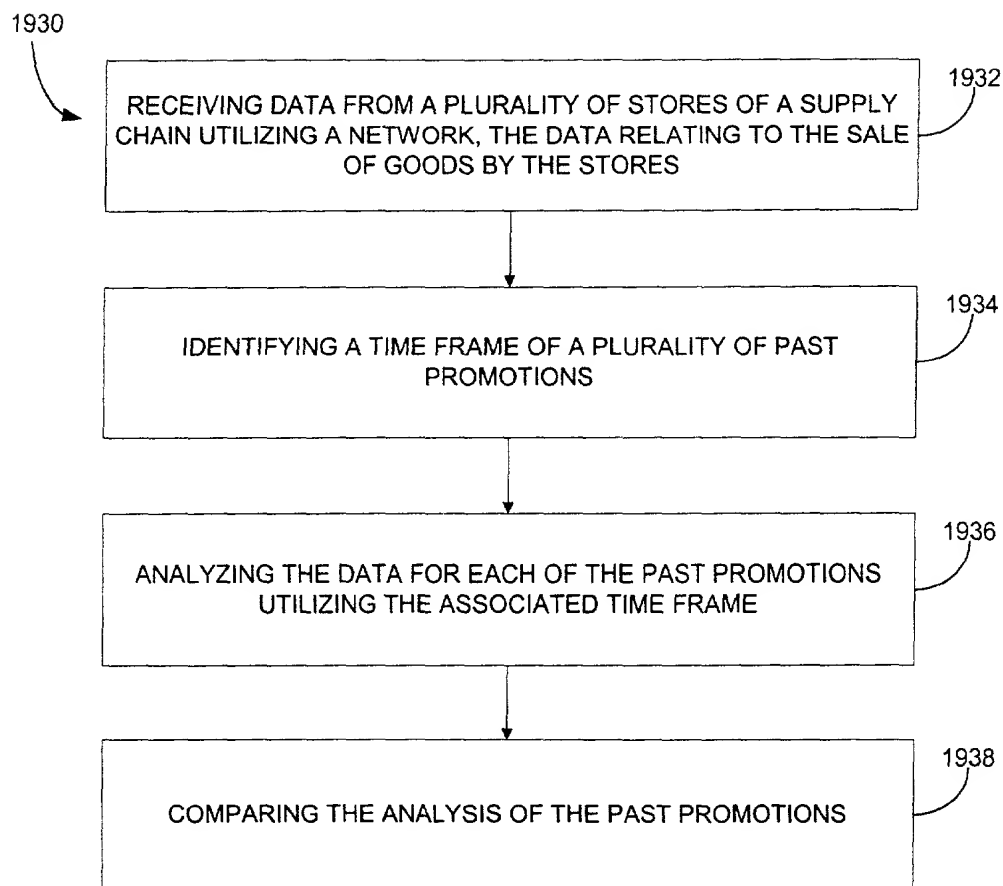


FIG. 19

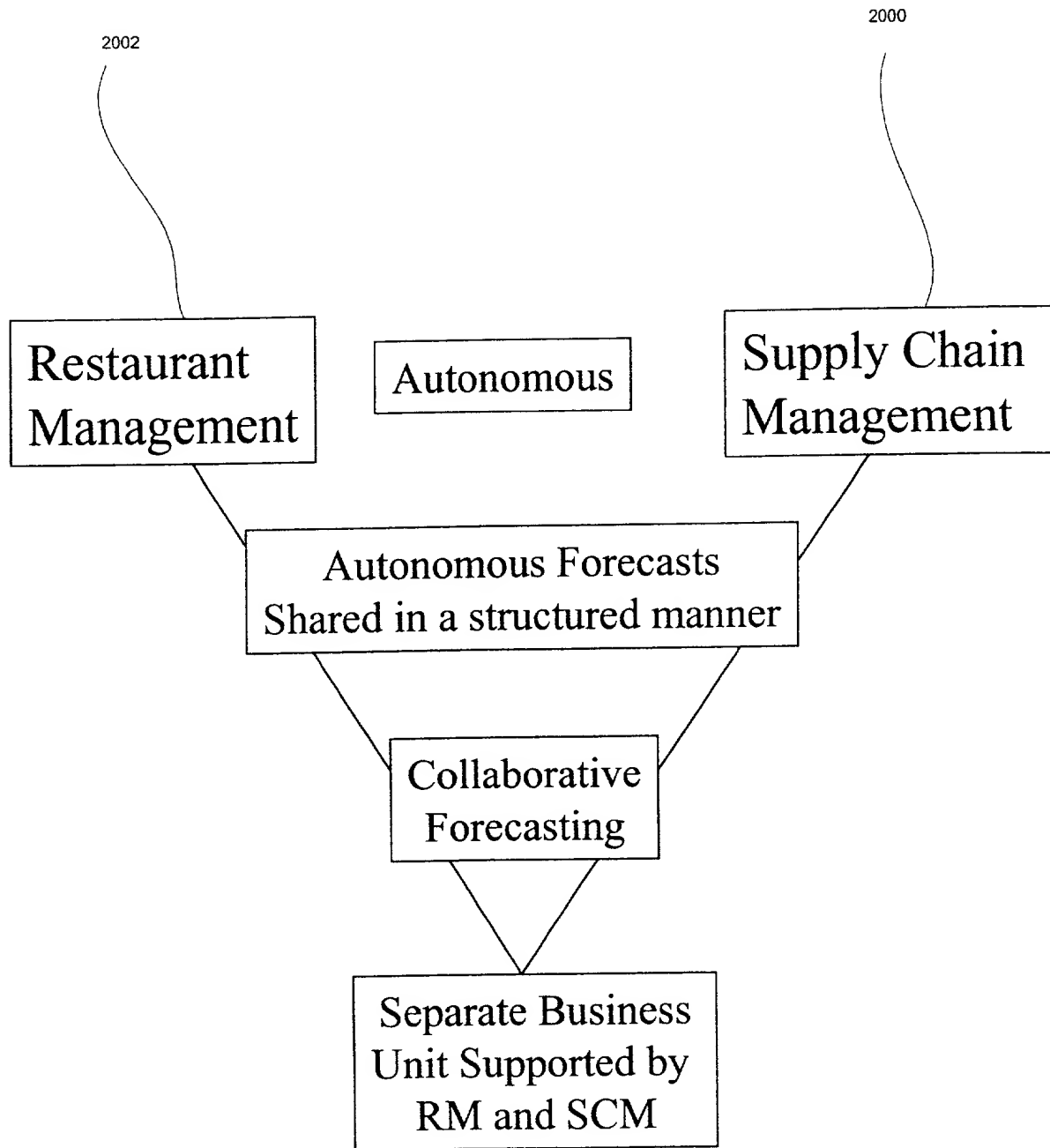


Fig. 20

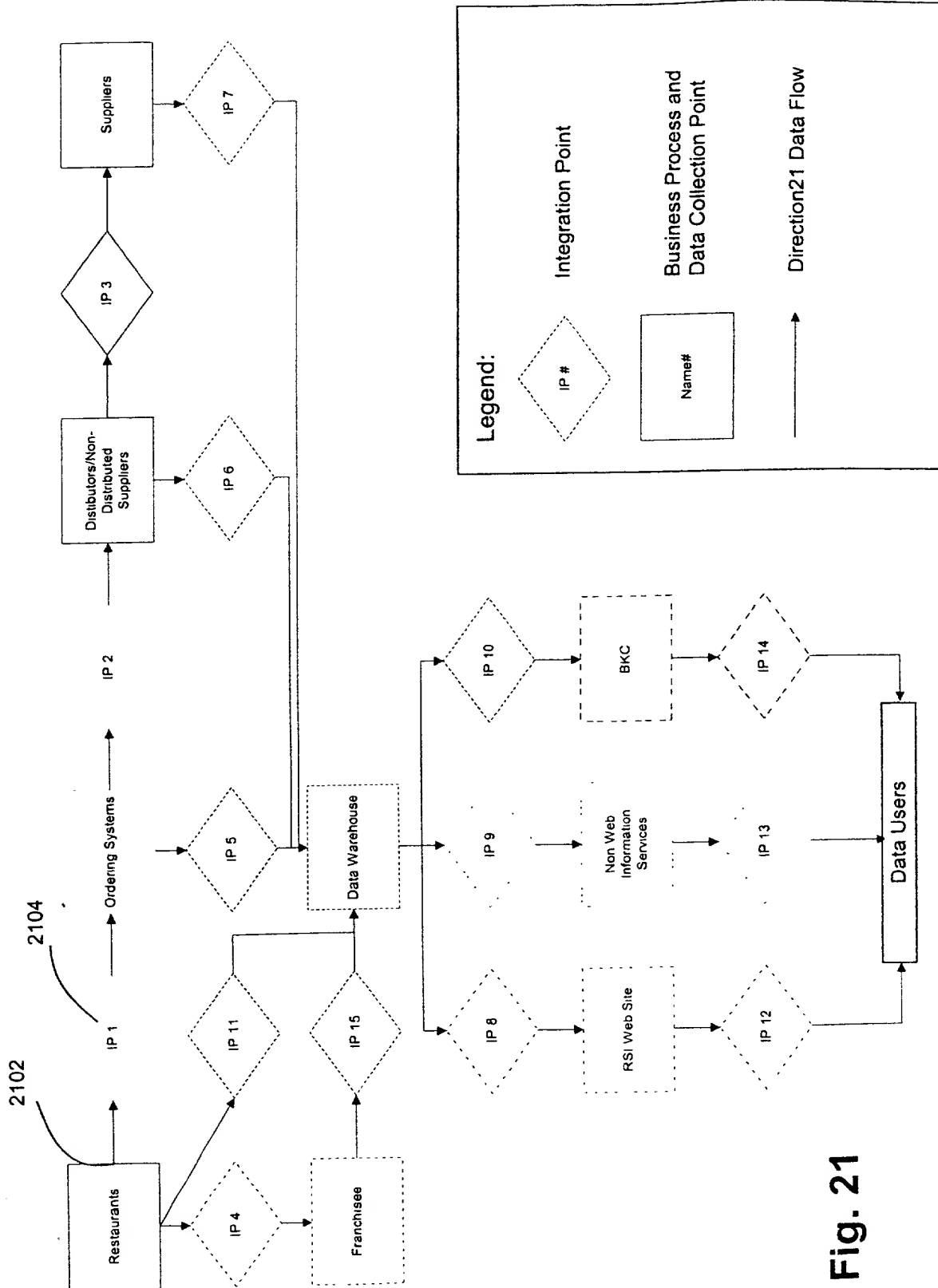


Fig. 21

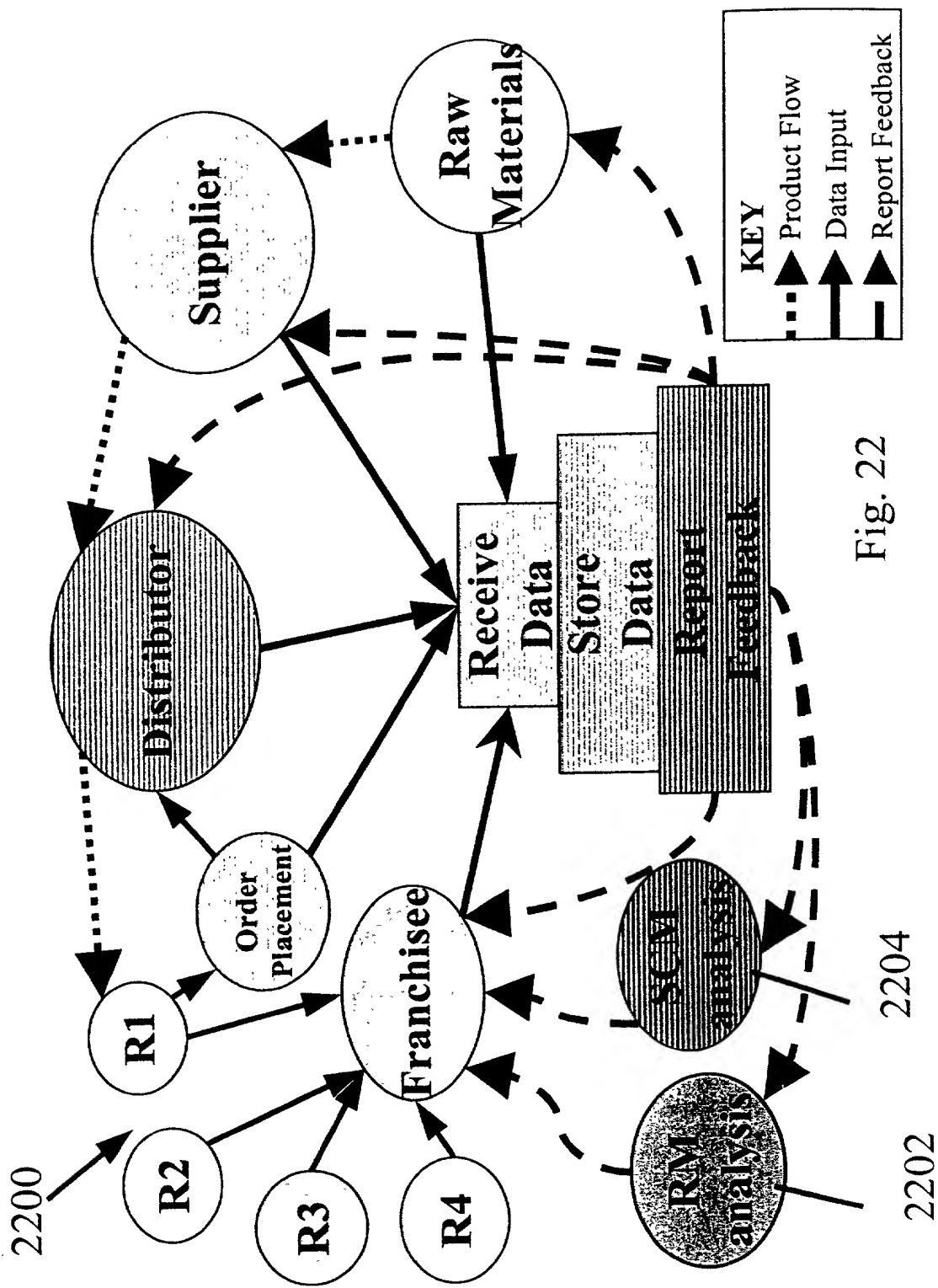


Fig. 22

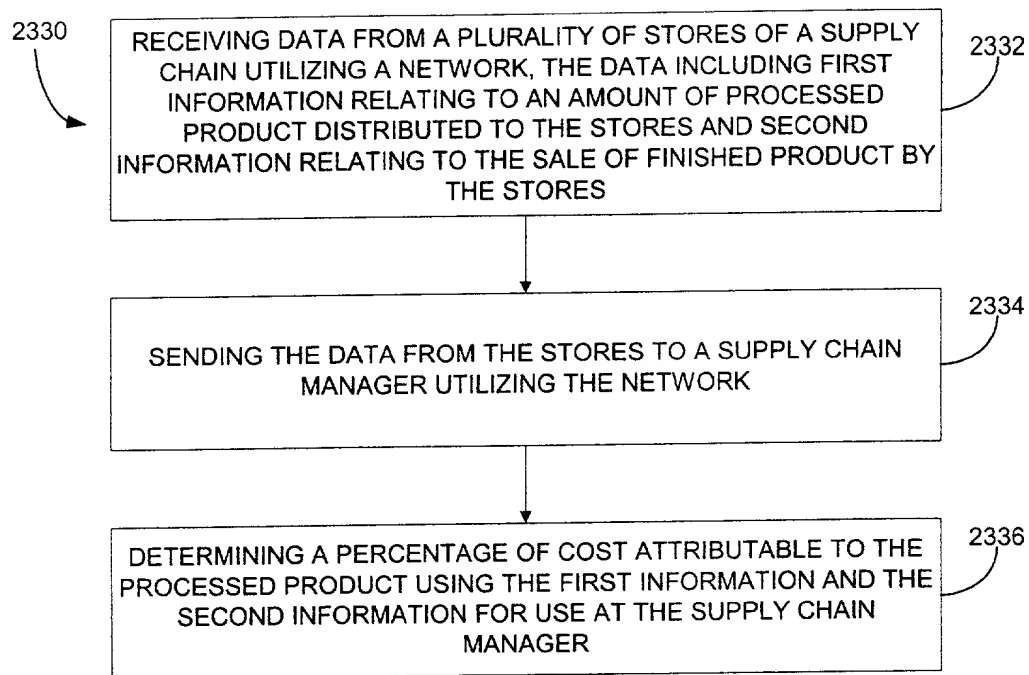


FIG. 23

FIG. 24

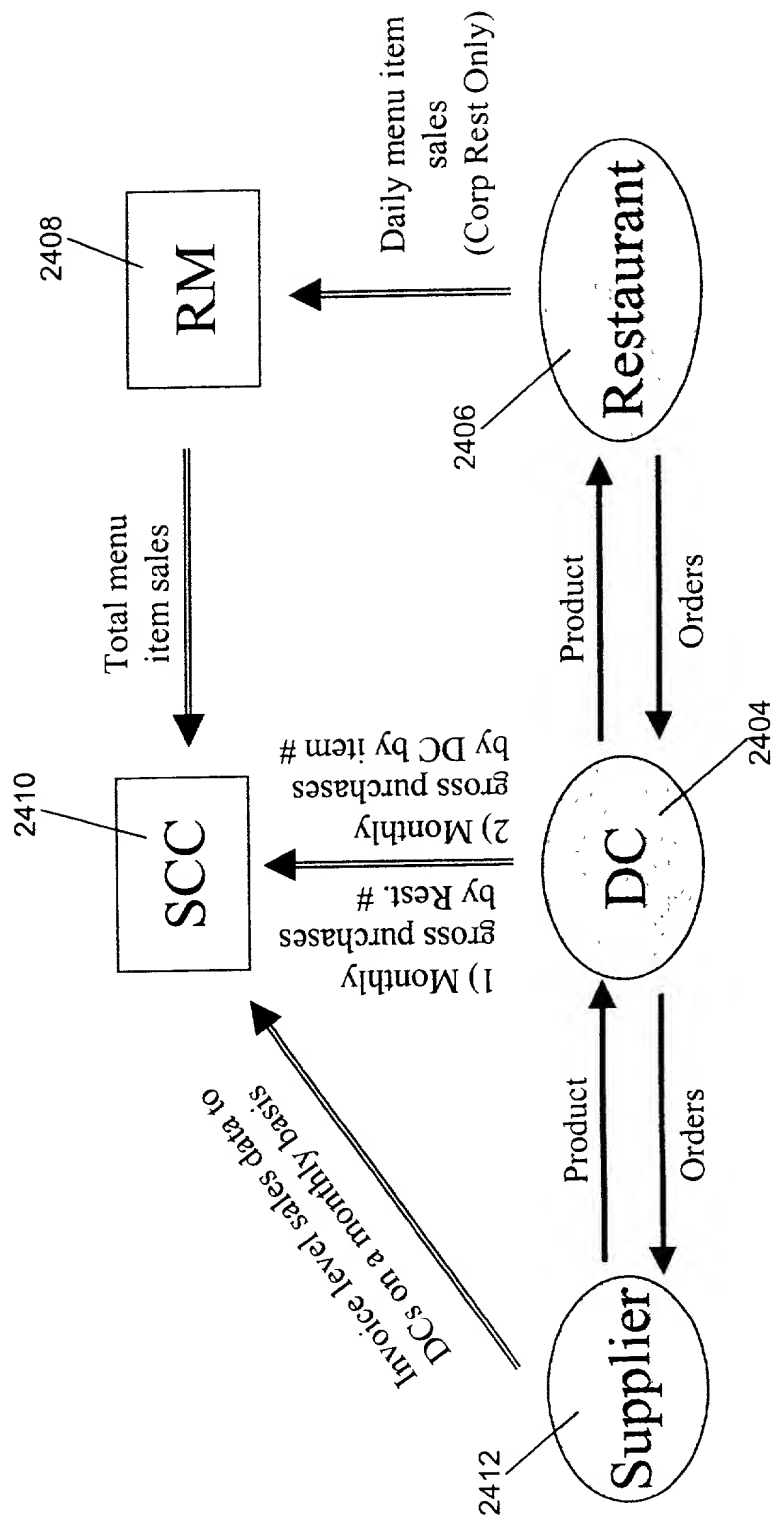


FIG. 25

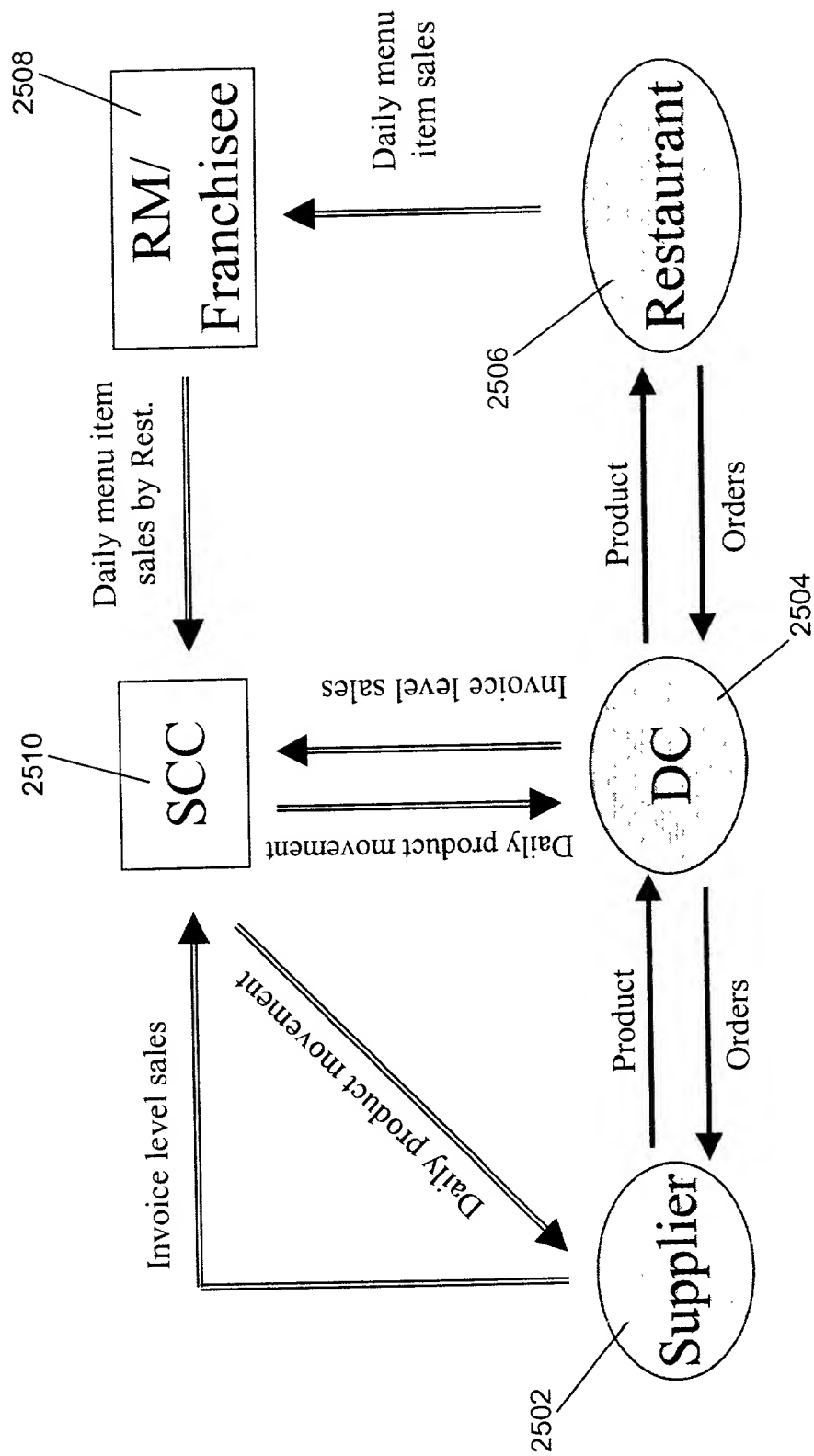


FIG. 27

2700



| Promotional Monitor - System & Regional | | | | | | | | | | | | | |
|--|----------|----------|----------|----------|---------|---------|---------|---------|---------|---------|---------|----------|--|
| History | | | | Week #1 | | | | | | | | | |
| | W-4 | W-3 | W-2 | W-1 | D+1 | D+2 | D+3 | D+4 | D+5 | D+6 | D+7 | Total | |
| Total Sales(\$/Store) | \$23,000 | \$23,500 | \$23,250 | \$23,450 | \$2,888 | \$3,150 | \$3,413 | \$3,413 | \$3,675 | \$5,513 | \$4,200 | \$26,250 | |
| Menu Item Sales for Key Products(units/restaurant/week) | | | | | | | | | | | | | |
| Category | Segment | | | | | | | | | | | | |
| Whopper | 215 | 211 | 228 | 269 | 32 | 34 | 37 | 37 | 40 | 60 | 46 | 286 | |
| | 146 | 142 | 148 | 162 | 18 | 20 | 21 | 21 | 23 | 35 | 26 | 165 | |
| | 699 | 679 | 714 | 813 | 94 | 103 | 111 | 111 | 120 | 180 | 137 | 857 | |
| Whopper Total | 1,060 | 1,032 | 1,090 | 1,244 | 144 | 157 | 170 | 170 | 183 | 275 | 209 | 1,309 | |
| Variance from Expected (Highlighted Areas are Outside of Expected Range) | | | | | | | | | | | | | |
| Whopper | 11.4% | -9.8% | -23.2% | -4.6% | 2.3% | 3.0% | 1.0% | 4.0% | 11.0% | 16.0% | 8.0% | 6.5% | |
| | 8.1% | -8.4% | -24.5% | -5.8% | 1.0% | 4.0% | 1.0% | 4.0% | 13.0% | 14.0% | 9.0% | 6.8% | |
| | 12.2% | -10.7% | -22.5% | -1.9% | 3.0% | 3.0% | 1.0% | 5.0% | 16.0% | 19.0% | 7.0% | 7.7% | |
| Whopper Total | 10.6% | -9.6% | -23.4% | -4.1% | 2.1% | 3.3% | 1.0% | 4.3% | 13.3% | 16.3% | 8.0% | 6.9% | |

2702

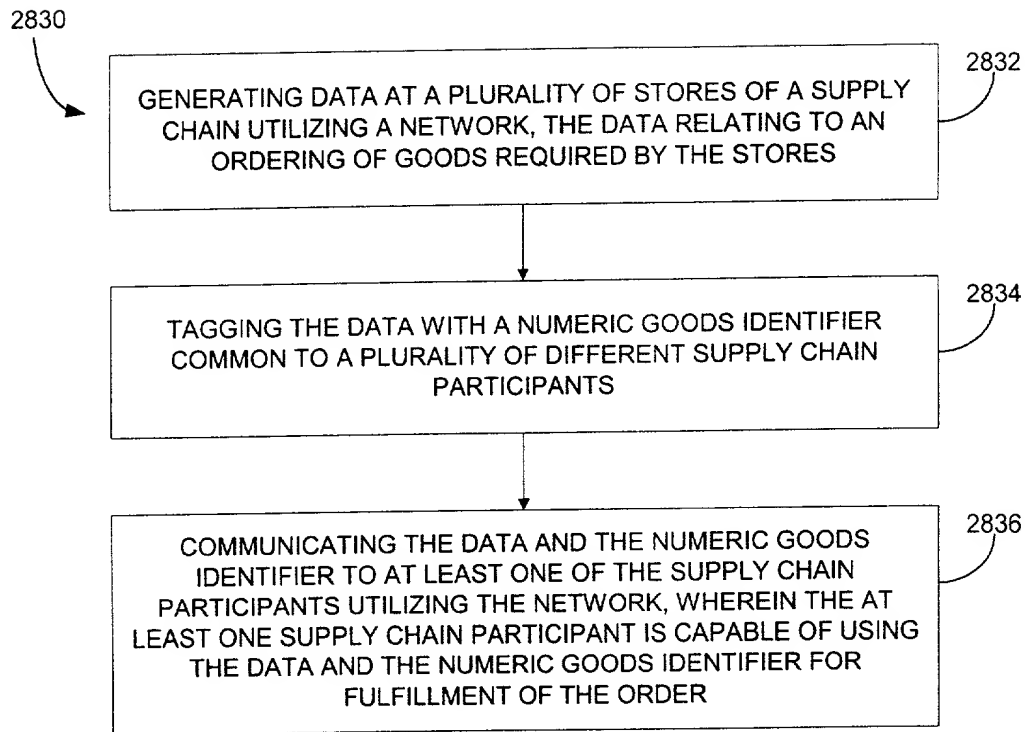


FIG. 28

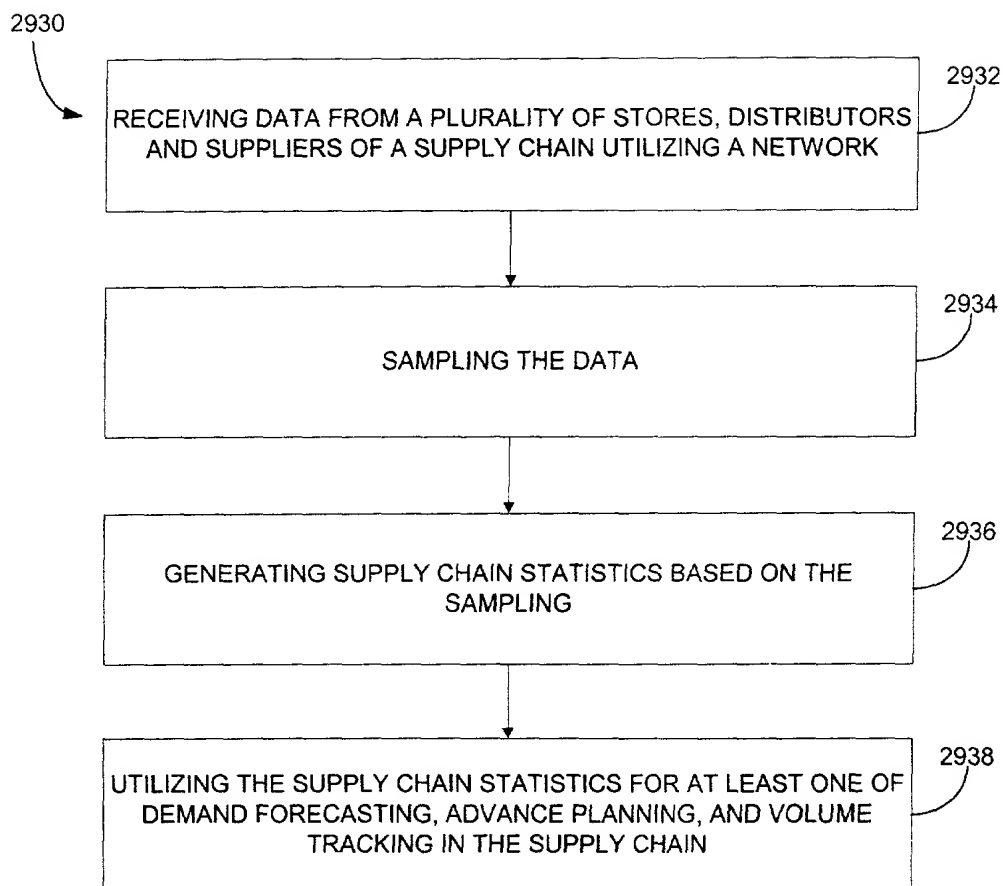


FIG. 29

1090/0" / 451860

3000

| | |
|----------------------|----------------|
| Distribution Center: | Alliant Topeka |
|----------------------|----------------|

| | |
|-------------------------|--------|
| Time Period (Month/Yr): | Jun-00 |
|-------------------------|--------|

Delivery Order Fill Rate

| | |
|----------------------|-------|
| Total Cases Ordered: | 65712 |
|----------------------|-------|

3002

| | | | | | | | | | |
|-------------|----------------|---------|----------|----------------|-----------------------------|------------------|--|--|-------|
| Operations: | | | | | | | | | |
| Cases: | Warehouse Outs | Damages | MisPicks | Short on Truck | Overlooked and Not Returned | Total Operations | | | |
| Percent | 154 | 68 | 62 | 284 | | 568 | | | |
| | 0.23% | 0.10% | 0.09% | 0.43% | 0.00% | | | | 0.86% |

3004

| | | | | |
|-------------|---------------|---------------|-------------|------------------|
| Purchasing: | Out of Stocks | Substitutions | Out of Code | Total Purchasing |
| Cases: | 990 | 70 | | 1060 |
| Percent: | 1.51% | 0.11% | 0.00% | 1.61% |

| | | |
|----------------------------|-------|---------|
| Distribution Center Total: | Cases | Percent |
| Operations: | 568 | 0.86% |
| Purchasing: | 1060 | 1.61% |
| Grand Total: | 1628 | 2.48% |

| | |
|---------------------------|--------|
| Delivery Order Fill Rate: | 97.52% |
|---------------------------|--------|

On-Time Delivery Rate

| | |
|--------------------------|-------|
| Total # of Deliveries: | 1232 |
| # of On-Time Deliveries: | |
| On-Time Delivery Rate: | 0.00% |

Perfect Order Rate

| | |
|----------------------------|--------|
| Total # of Deliveries: | 1232 |
| Total # of Perfect Orders: | 725 |
| Perfect Order Rate: | 58.85% |

FIG. 30

3100

Alliant - Monthly DC Data Feed Performance August 2000 Mock Report

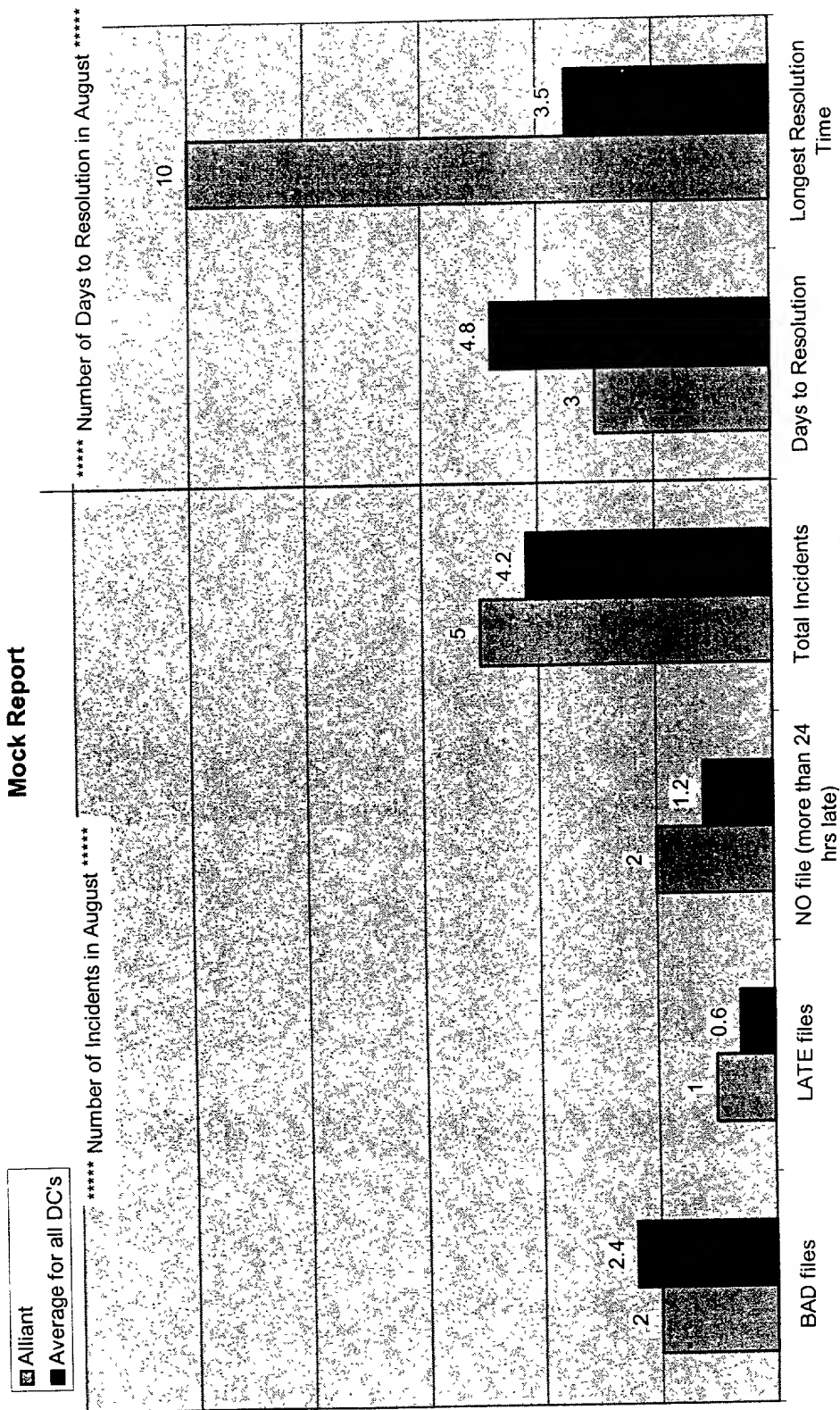


FIG. 31

3200



Service Level Reporting August

| | Fill Rate | On - Time | Perfect Order |
|------------------------|-----------|-----------|---------------|
| Alliant-Paducah | 99.14% | | |
| Alliant-Topeka | | | |
| Alliant Wixom | 99.05% | | |
| King-Atlanta | 99.34% | | 78.70% |
| King-Jacksonville | | | |
| King-Louisville | | | |
| Maines 29, Conklin | 99.41% | | 79.25% |
| Maines 30, Cleveland | | | |
| Maines Long Island | 99.41% | | |
| Maines New England | | | |
| MBM Fullerton | 99.13% | | 79.83% |
| MBM Lewisville | | | #DIV/0! |
| MBM Orlando | | | #DIV/0! |
| MBM Rocky Mount | 99.13% | | #DIV/0! |
| McCabe's | | | #DIV/0! |
| McLane Lubbock | #DIV/0! | #DIV/0! | #DIV/0! |
| Nicholas & Co. | | | |
| PFD Supply | 99.16% | | |
| PFG Victoria | 99.42% | #DIV/0! | |
| PYA/Monarch | 99.20% | | |
| Reinhart-Cedar Rapids | 99.05% | | |
| Reinhart-Oak Creek | 99.31% | | |
| Reinhart-Rogers | | | |
| Restaurants NW | 99.03% | 99.07% | 80.47% |
| Shamrock Commerce City | | | 85.13% |
| Shamrock Phoenix | 98.81% | 99.55% | |
| Syama Harrisburg | | | |
| Syama Stockton | | | |
| Sysco | | | |

| | Fill Rate | On - Time | Perfect Order |
|---------|-----------|-----------|---------------|
| BKC Min | 98.50% | 90.00% | 78.00% |
| RSI Min | 99.50% | 90.00% | 80.00% |

| |
|---------------------|
| OK |
| Didn't meet RSI Min |
| Didn't meet BK Min |

FIG. 32

FIG. 33

3300

XYZ Company

Aug-00

3300

Vendor:

Time Period:

Delivery Statistics:

DC Requested Lead-Time
DC Adherence to Lead-Time
Days Delivery Late
On-Time Delivery Percentage
Hours Delivery Late

| |
|------|
| 4 |
| 95% |
| 1.7 |
| 95% |
| 0.93 |

Invoice, Payment and Pricing:

Days for Payment
Monthly FOB Variance
Monthly Freight Variance
Monthly Total Variance

| |
|-----------|
| 12 |
| \$ 30,152 |
| \$ 3,594 |
| \$ 33,746 |

Invoice Accuracy:

Invoice Fill Rate
PO Accepted Rate
Perfect Order Percentage

| |
|--------|
| 97.25% |
| 99.00% |
| 92.34% |

Inventory Management:

Average Days On Hand

| |
|--------|
| SKU #1 |
| SKU #2 |

| |
|----|
| 19 |
| 22 |

Max Days On Hand

| |
|--------|
| SKU #1 |
| SKU #2 |

| |
|----|
| 40 |
| 32 |

Monthly Carrying Cost

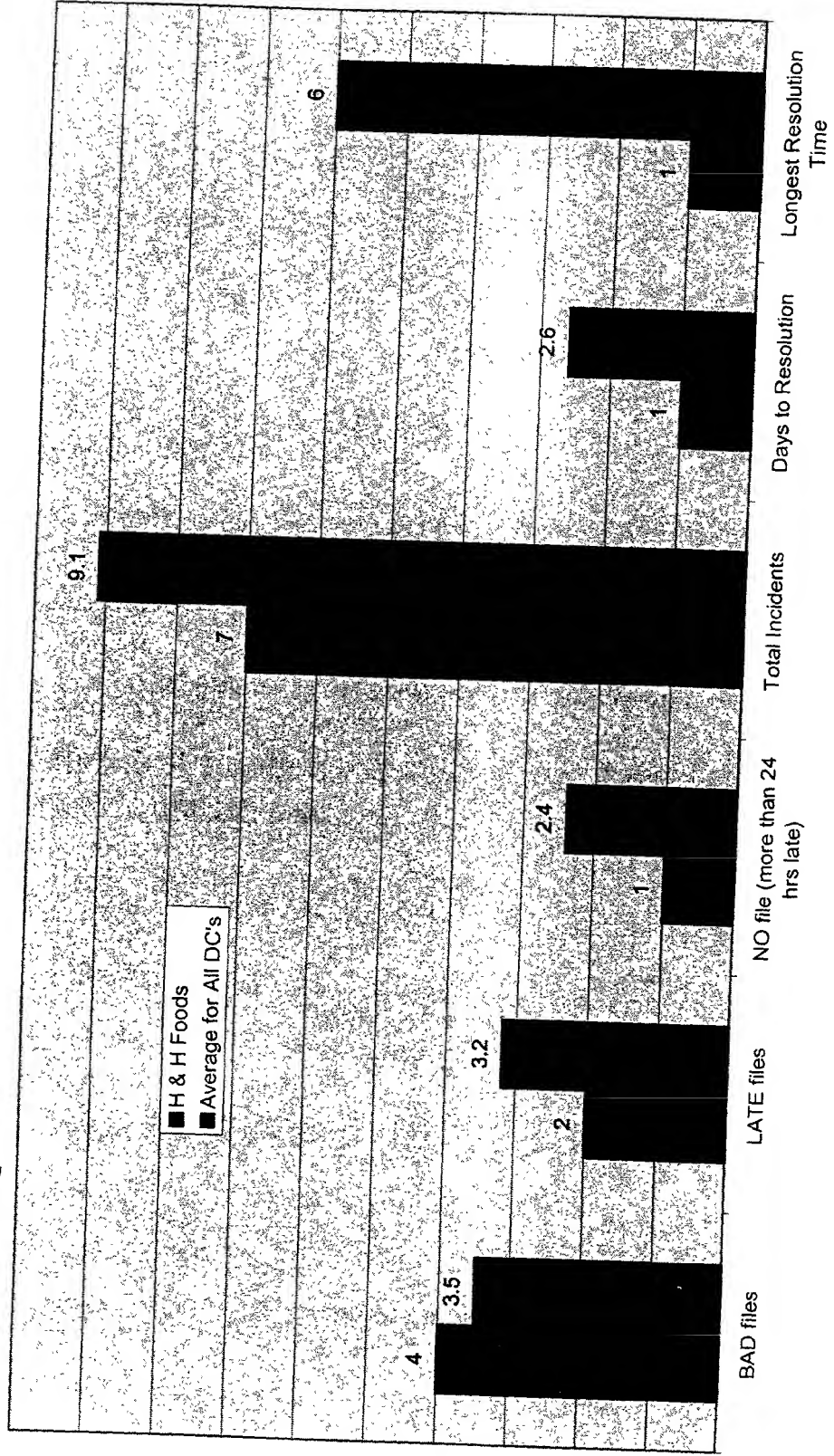
| |
|------------------|
| SKU #1 |
| SKU #2 |
| Average as % FOB |

| |
|-----------|
| \$ 42,513 |
| \$ 12,589 |
| 1.25% |

FIG. 34

H & H Foods - Monthly Supplier Data Feed Performance
August 2000
Mock Report

3400





3500

Service Level Reporting November - Mock Report

| | Monthly Total Overcharge | Perfect Order Percentage | Monthly Carrying % Invoice FOB |
|---------------------------------|-----------------------------|-----------------------------|-----------------------------------|
| GOODIES | | | |
| COMARK INSTRUMENTS, INC. | | | |
| WHITEFORD FOODS, INC. | | | |
| LEPAGE BAKERY / COUNTRY KITCHIE | | | |
| NCR-SYSTEMEDIA | | | |
| SIGNATURE MEATS GROUP | | | |
| SCHWEBEL'S BAKING CO. | | | |
| MAUI CUP | | | |
| MIRA PLASTICS | | | |
| DIXIE PRODUCE & PACKAGING | | | |
| NOR-LAKE, INC. | | | |
| FORT JAMES OPERATING COMPANY | | | |
| FRESH ADVANTAGE, KC | | | |
| SILVER KING - MN - CORP | | | |
| TYSON FOODS | | | |
| READY ACCESS | | | |
| GEORGIA PACIFIC TISSUE | | | |
| CLOUGHERTY PACKING | | | |
| BEVERAGE - AIR | | | |
| COMPONENT HARDWARE GROUP, INC. | | | |
| COCA - COLA USA | | | |
| TOASTMASTER | | | |
| GRANT COUNTY FOODS | | | |
| FRESH EXPRESS | | | |
| TAYLOR FARMS | | | |
| MODULAR DISPENSING SYSTEM | | | |
| CENTURY PRODUCTS, LLC | | | |
| ROSE PACKING COMPANY | | | |

| | Monthly Total Overcharge | Perfect Order Percentage | Monthly Carrying % Invoice FOB |
|---------|-----------------------------|-----------------------------|-----------------------------------|
| RSI Min | \$5,000.00 | 92.00% | 3.00% |

| |
|---------------------|
| OK |
| Didn't meet RSI Min |

3600

Mock Report/1

| FY 01 | Oct-00 | Nov-00 | Dec-00 | Jan-01 | Feb-01 | Mar-01 | Apr-01 | May-01 |
|-------|--------|--------|--------|--------|--------|--------|--------|--------|
|-------|--------|--------|--------|--------|--------|--------|--------|--------|

Food Cost Index

| | | | | | | | | |
|------------|-------|-------|-------|--------|--------|--------|--------|-------|
| Plan | 99.75 | 99.69 | 98.63 | 100.33 | 100.49 | 101.12 | 100.44 | 99.92 |
| Actual | | 99.10 | | | | | | |
| Variance | | | | | | | | |
| Good/(Bad) | | 0.59 | | | | | | |

Total Dollar Purchases (in Millions) /2

| | | | | | | | | |
|------------|------------|----------|----------|----------|----------|----------|----------|----------|
| Plan | \$2,237.24 | \$183.98 | \$182.73 | \$184.54 | \$187.33 | \$189.14 | \$187.47 | \$186.83 |
| Actual | | \$182.84 | \$182.08 | | | | | |
| Variance | | \$1.14 | \$0.65 | | | | | |
| Good/(Bad) | | 0.6% | 0.4% | | | | | |

/1 Includes on food cost index items.
/2 Based on FY 99 Sales Volumes

FIG. 36

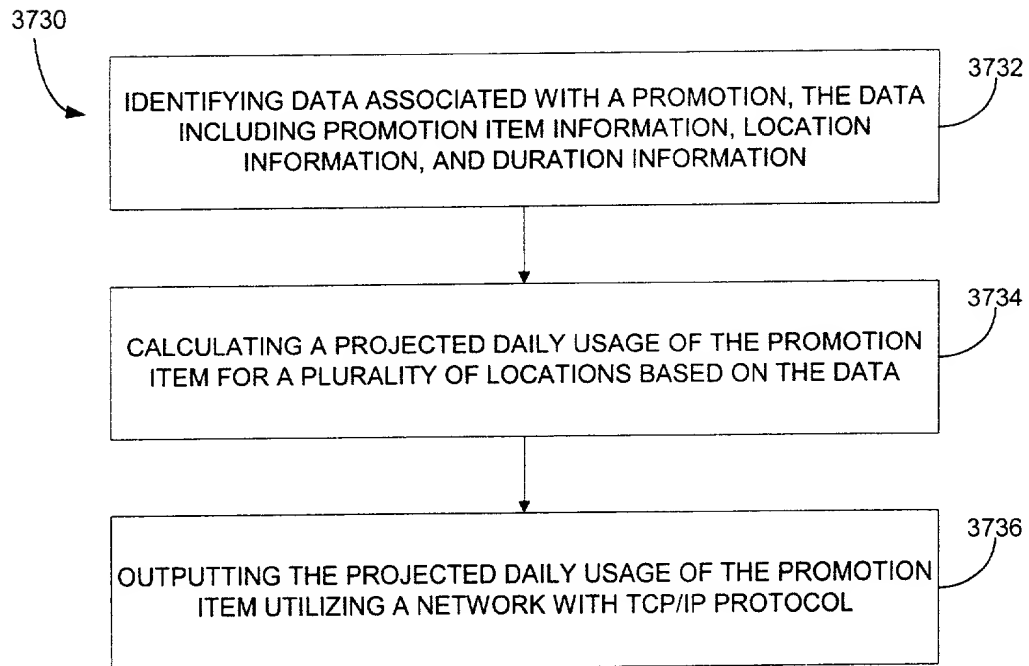


FIG. 37

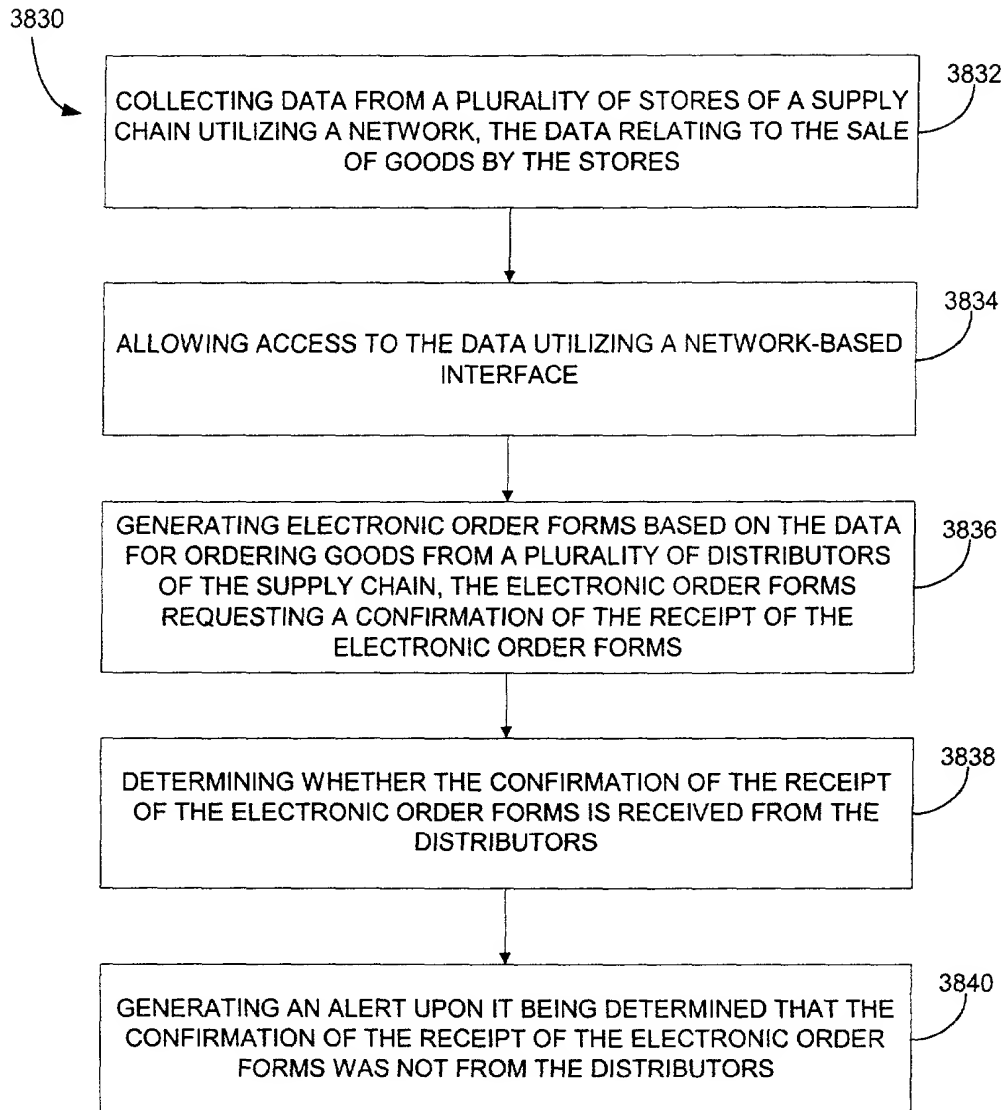


FIG. 38

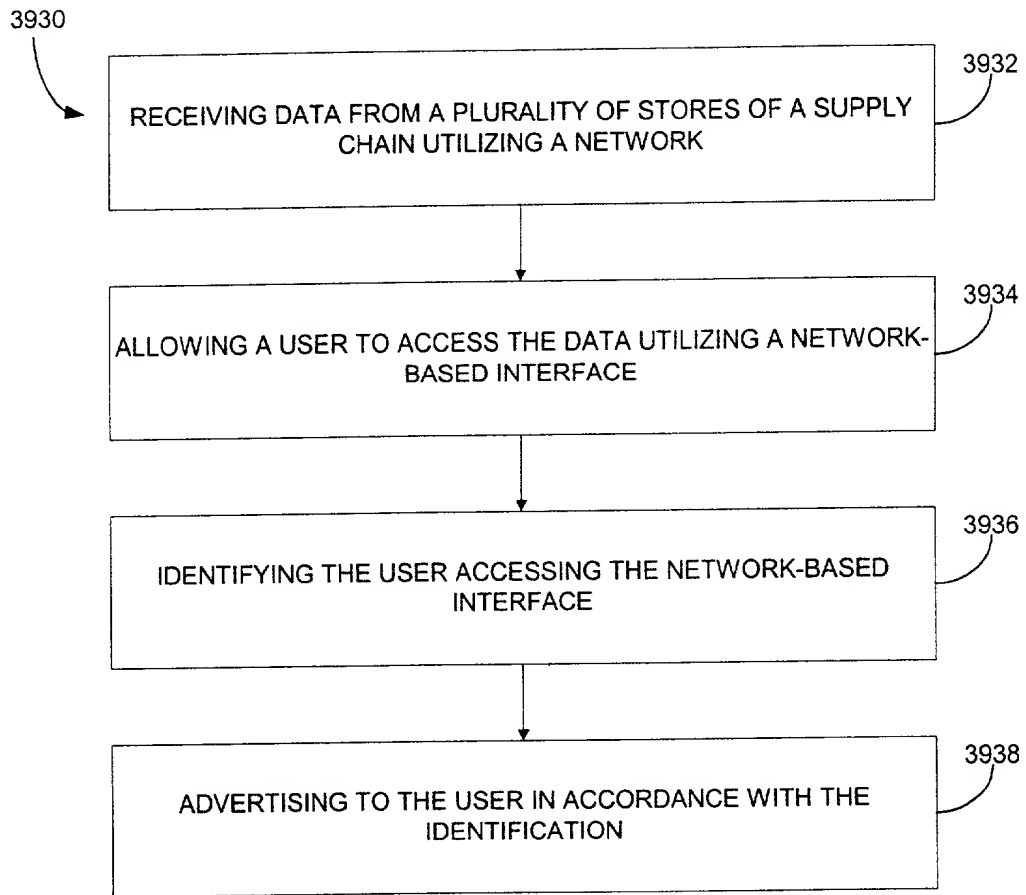


FIG. 39

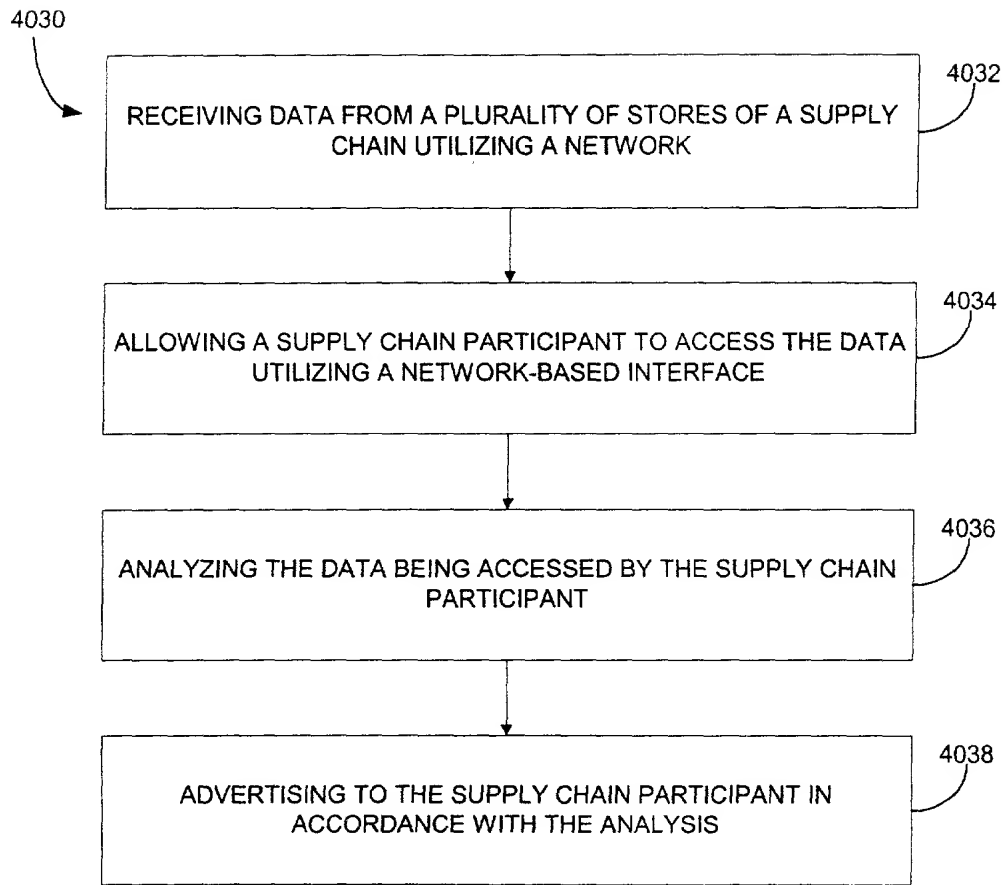


FIG. 40

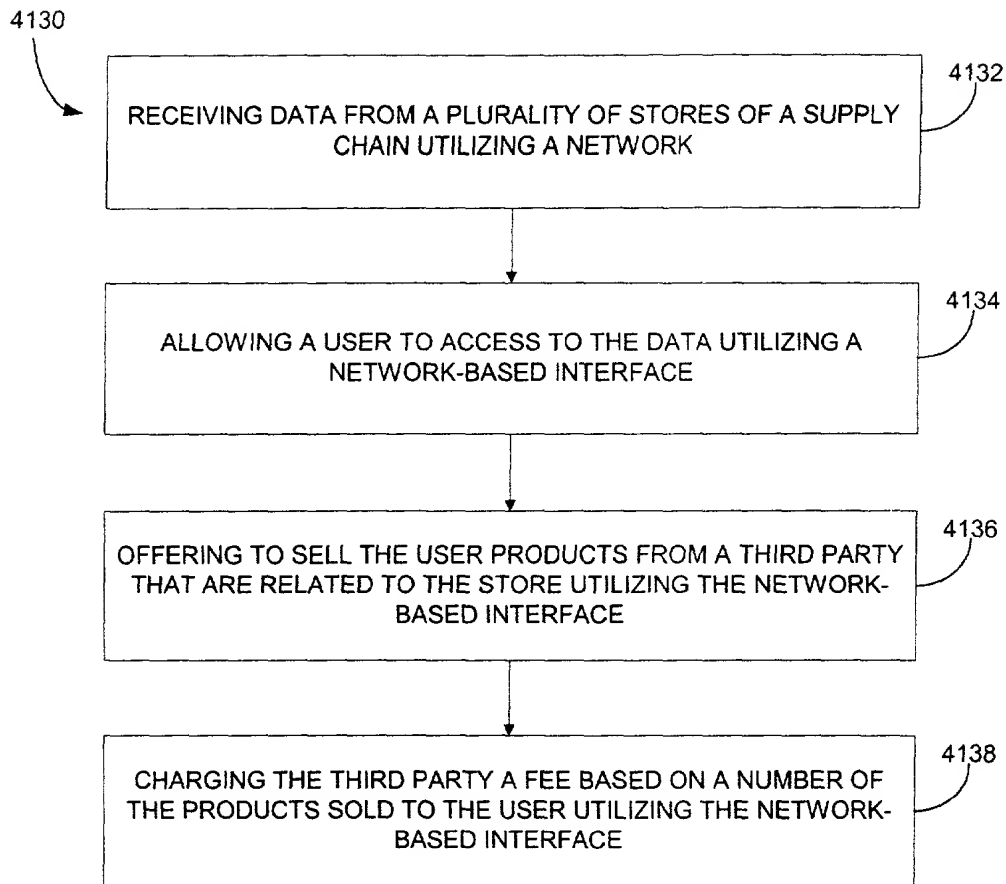


FIG. 41

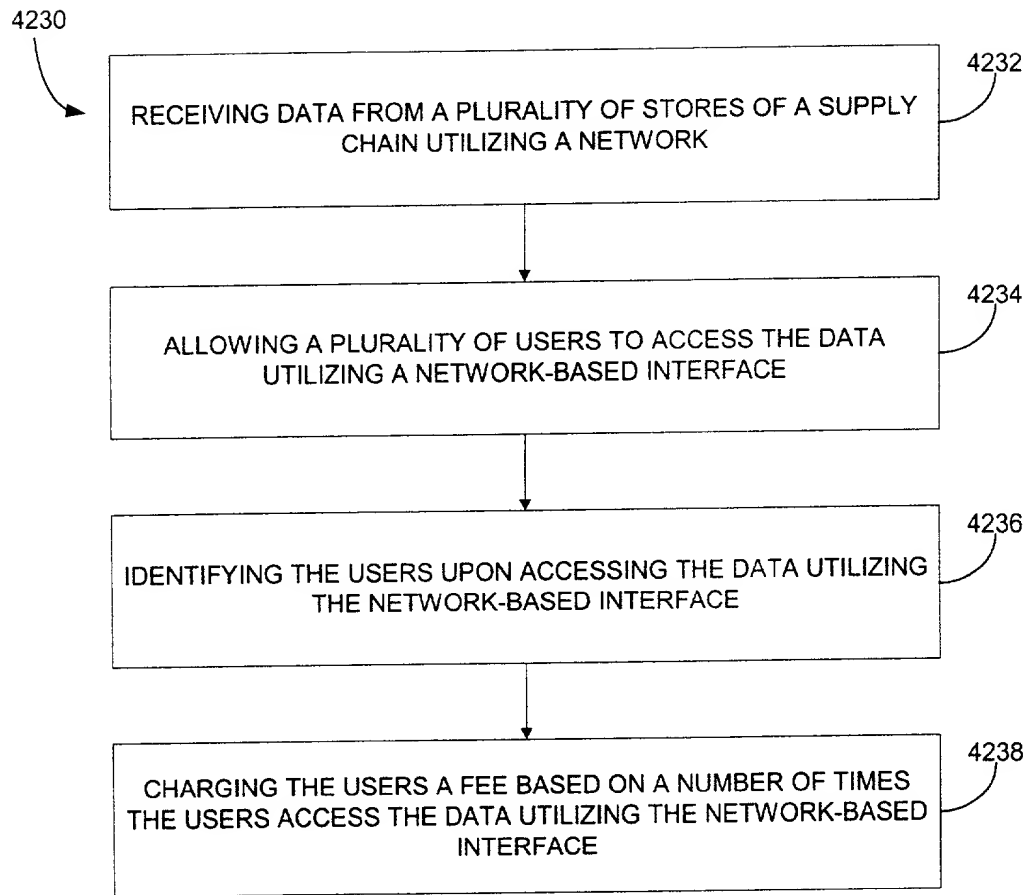


FIG. 42

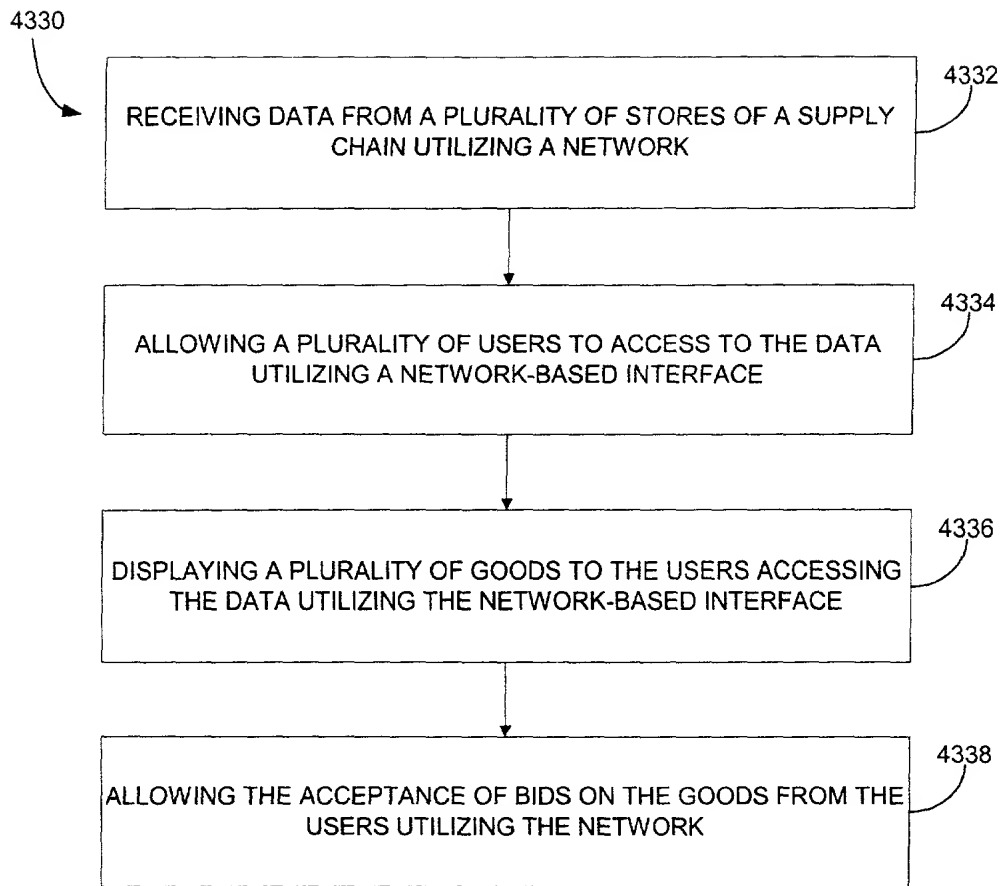


FIG. 43A

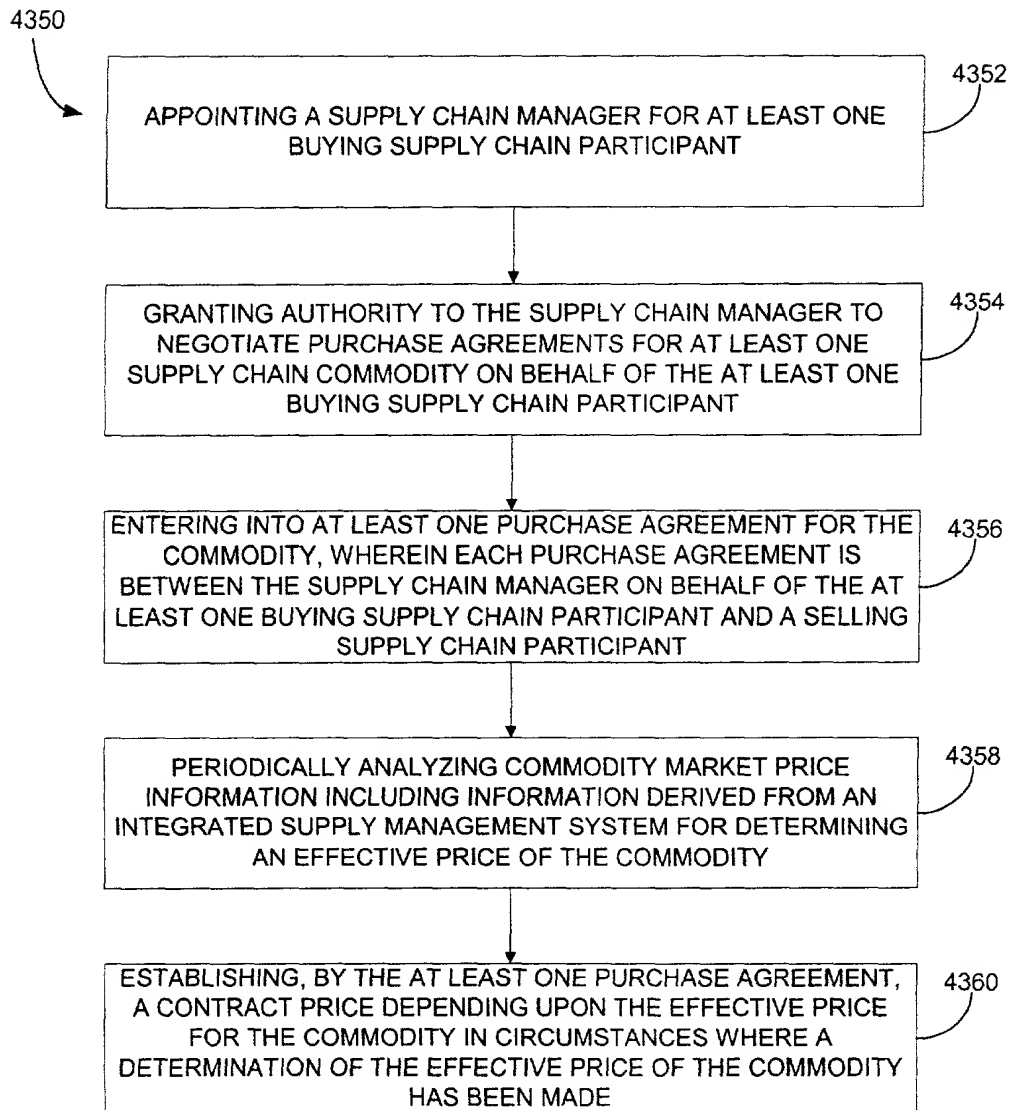


FIG. 43B

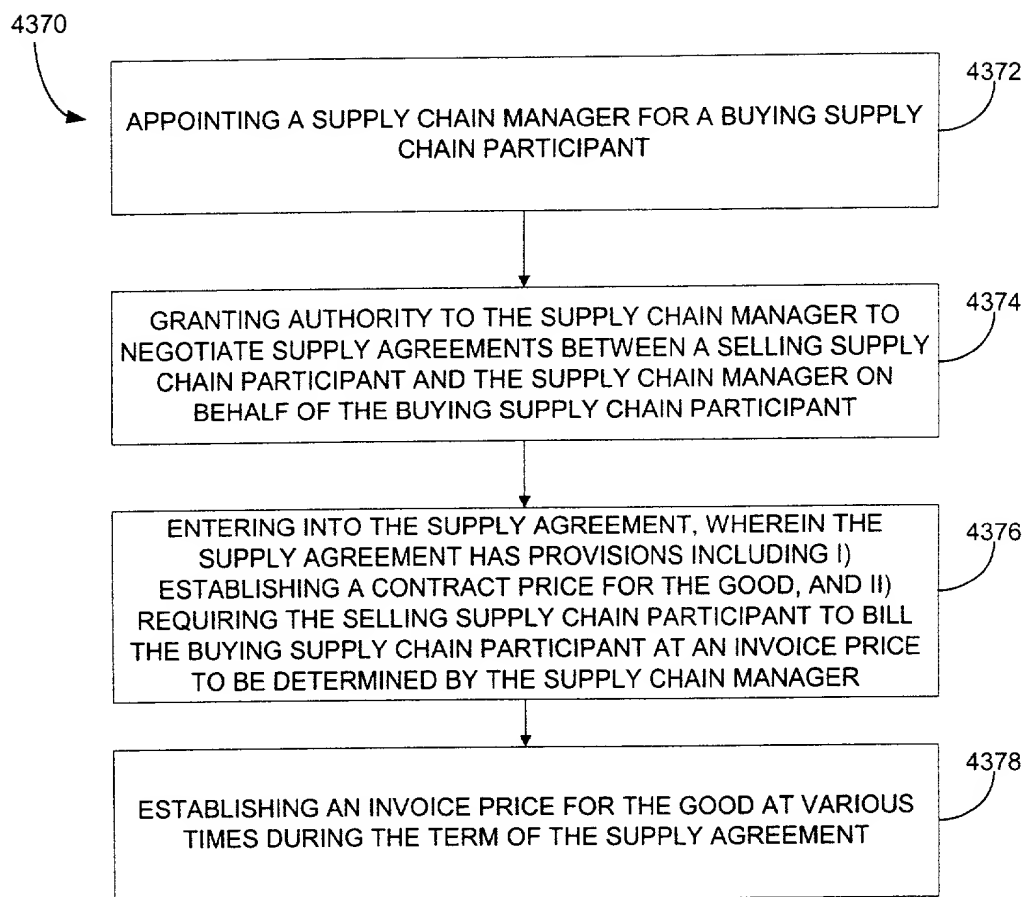


FIG. 43C

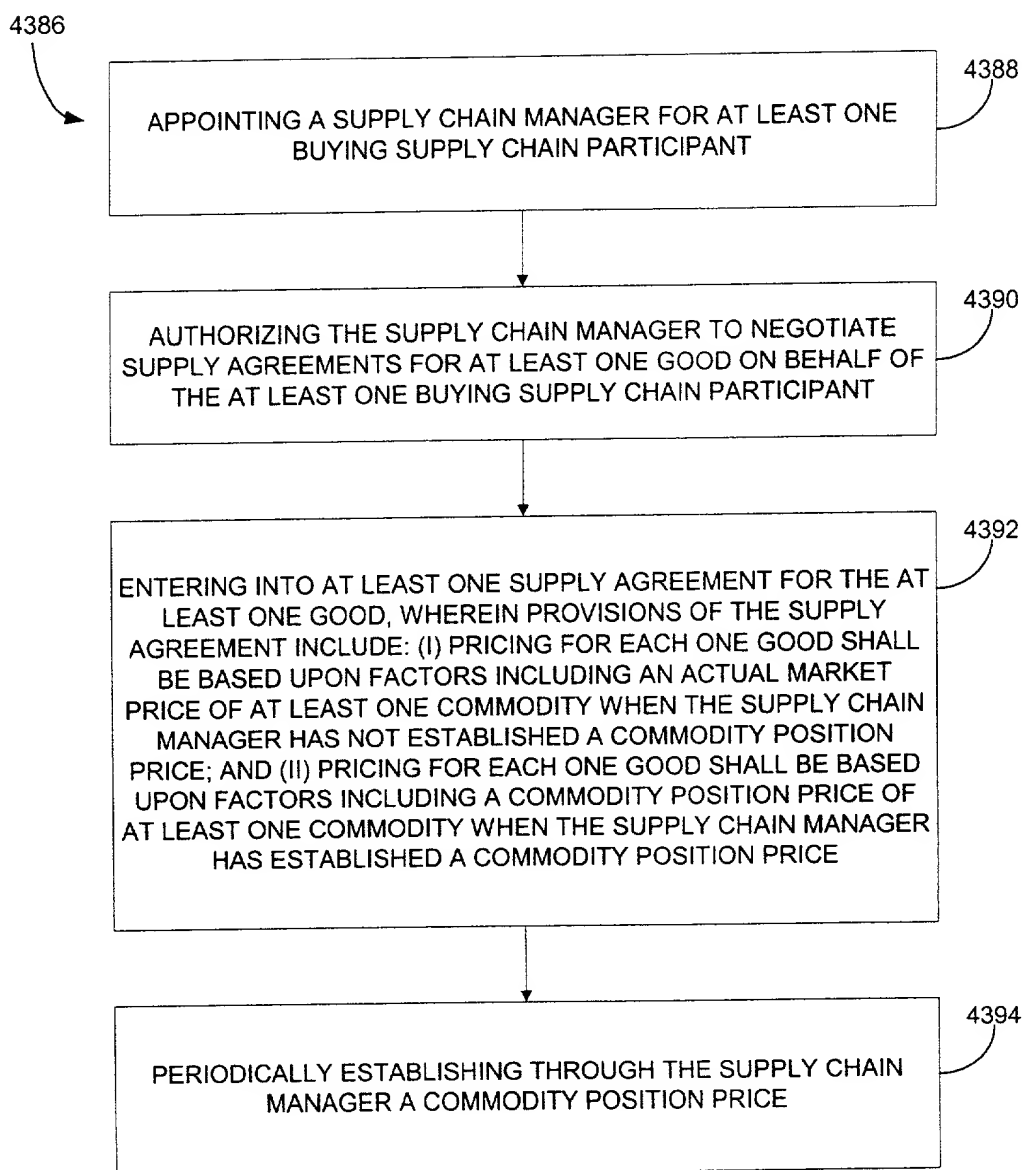


FIG. 43D

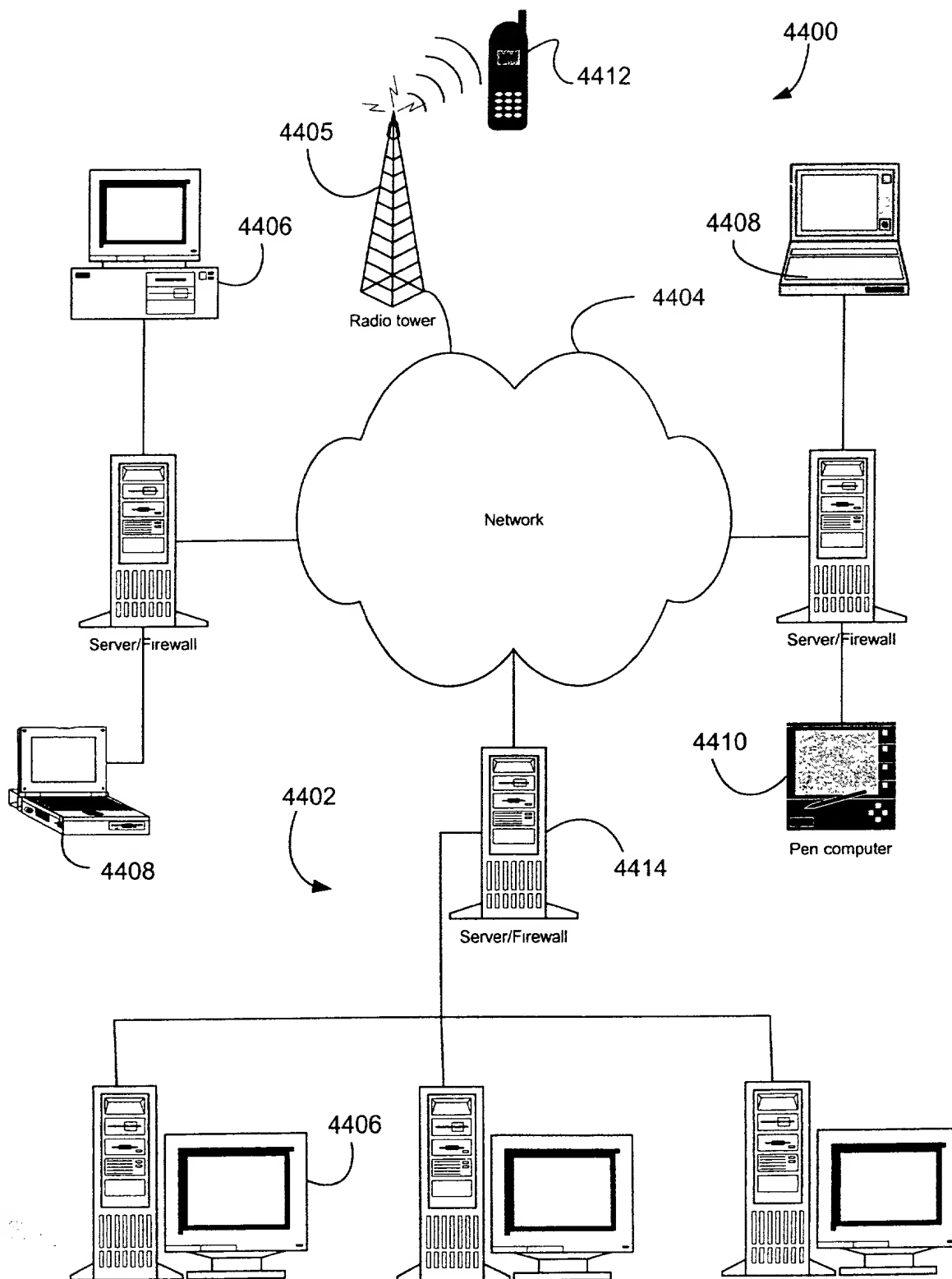


FIG. 44

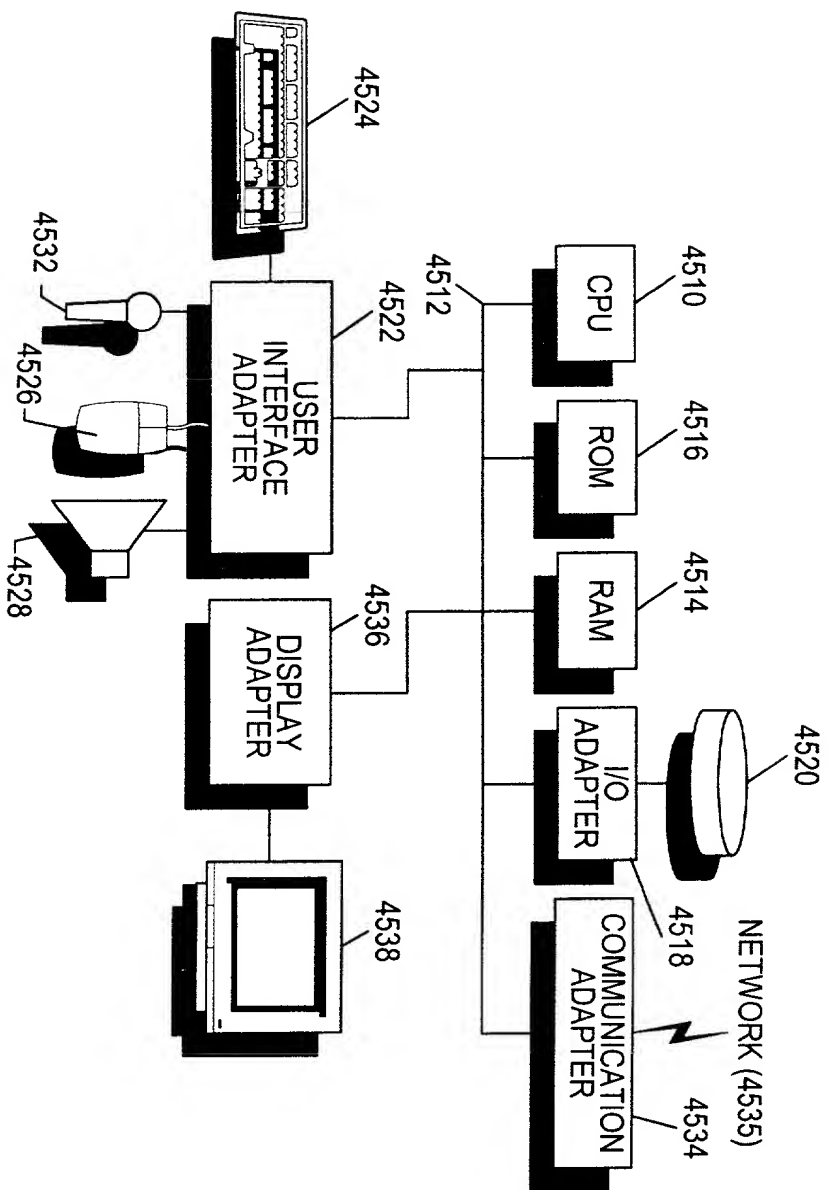


FIG. 45

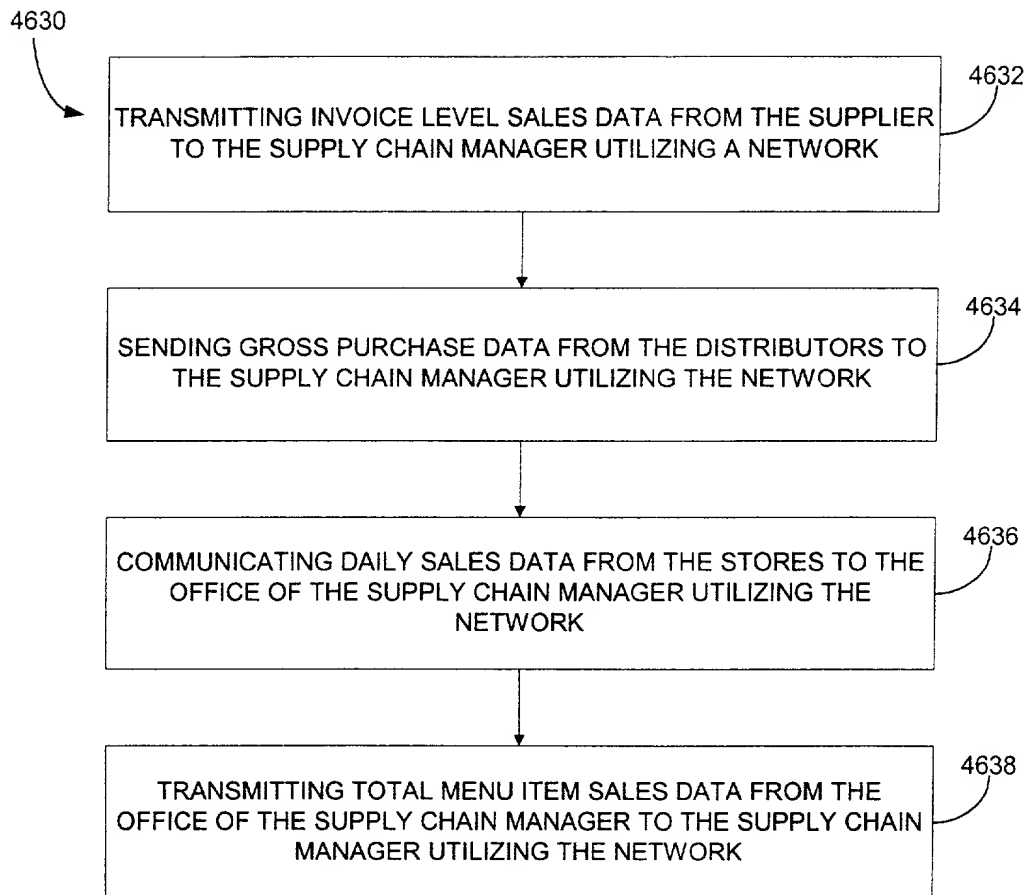


FIG. 46

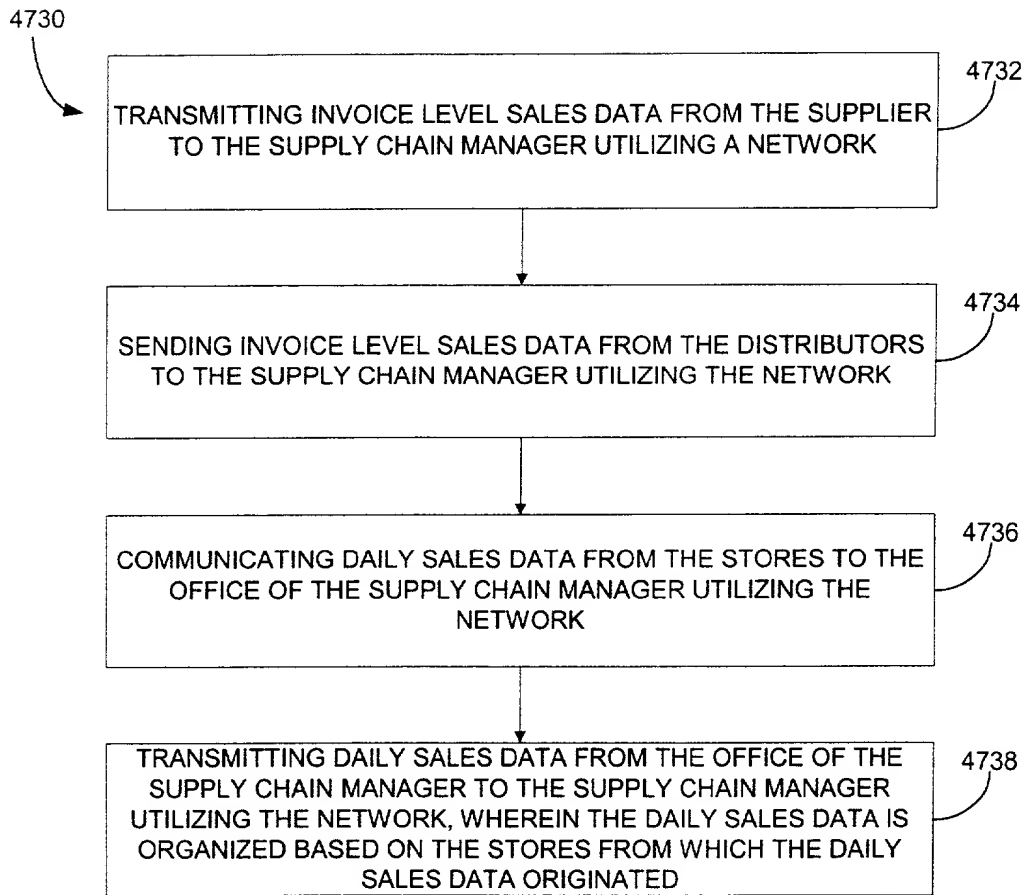


FIG. 47

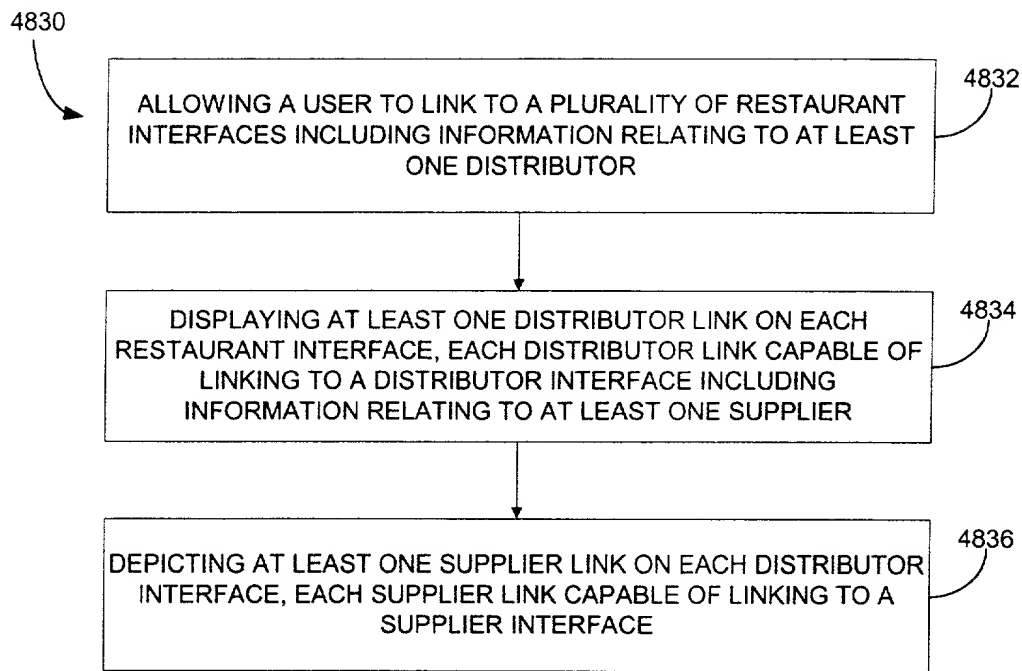


FIG. 48

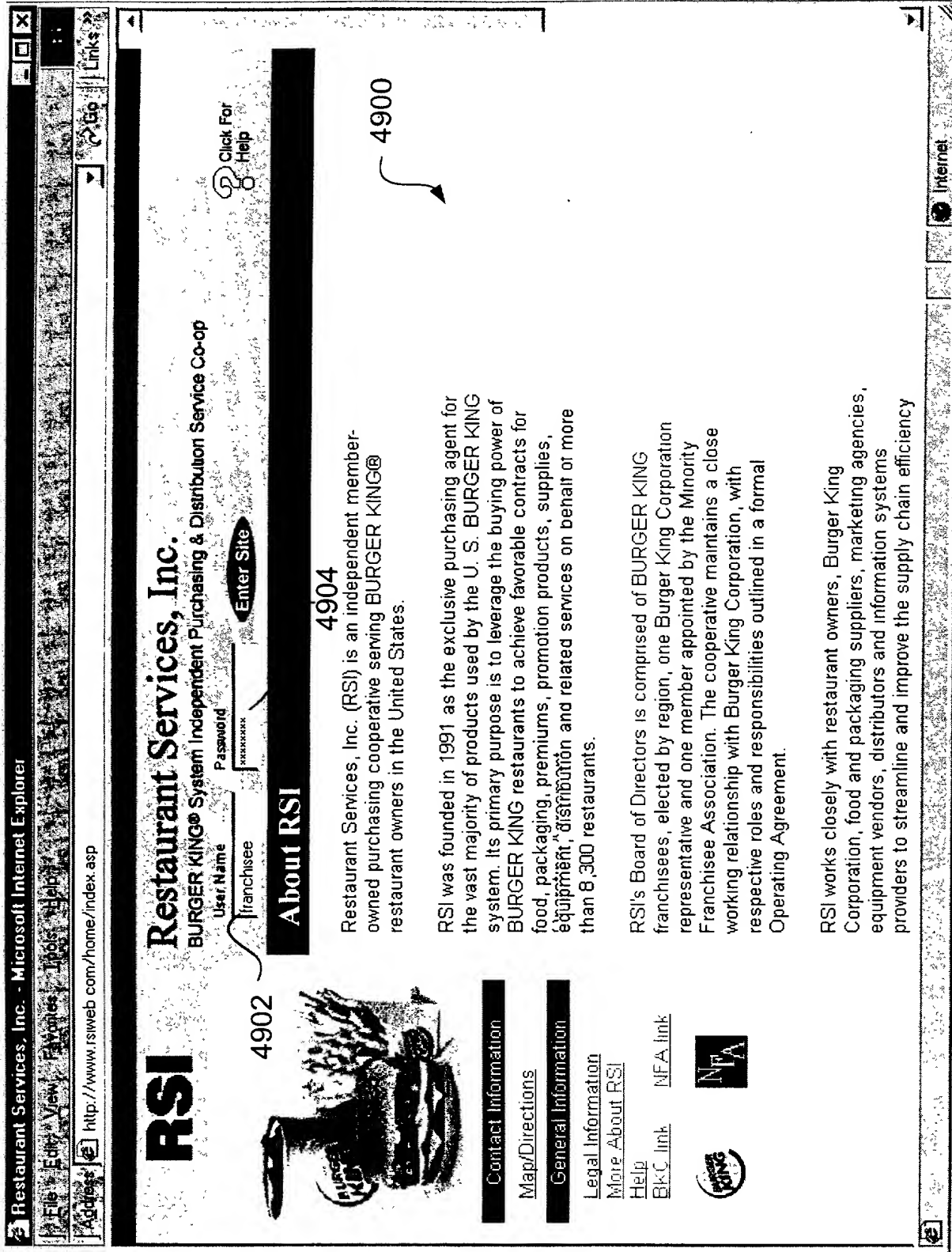


FIG. 49

| | | | | |
|--|--|---|--|---------------|
| <p>RSI</p> <p><i>Member</i></p> <p>LOGOUT</p> <p>HOME</p> <hr/> <p>Franchisee</p> <hr/> <p>Reports</p> <hr/> <p>Personal Info</p> <hr/> <p>Legal Information</p> <hr/> <p>Help</p> | <p>Welcome Franchisee User! Tuesday, October 24, 2000</p> <p>REMINDER BK Cravers Menu items will continue to be offered after national advertising ends November 5</p> | <p>Franchisee → 5006</p> <hr/> <ul style="list-style-type: none"> • <u>POS/BOH System</u> Contains electronic version of the RSI Technology Guide to the P.O.S. Systems. • <u>Readbook</u> • <u>More</u> <p>Personal Info → 5010</p> <hr/> <ul style="list-style-type: none"> • <u>Change Password</u> • <u>Edit Personal Info</u> Edit your personal information • <u>More</u> | <p>Reports → 5008</p> <hr/> <ul style="list-style-type: none"> • <u>Landed Cost</u> The Distributor's costs for products that are purchased under RSI contracts - the basis for the price paid by the restaurants for distribution services. • <u>More</u> <p>Legal Information → 5012</p> <hr/> <p>Terms and conditions of usage and Privacy Statement.</p> | <p>→ 5000</p> |
|--|--|---|--|---------------|

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FIG. 50

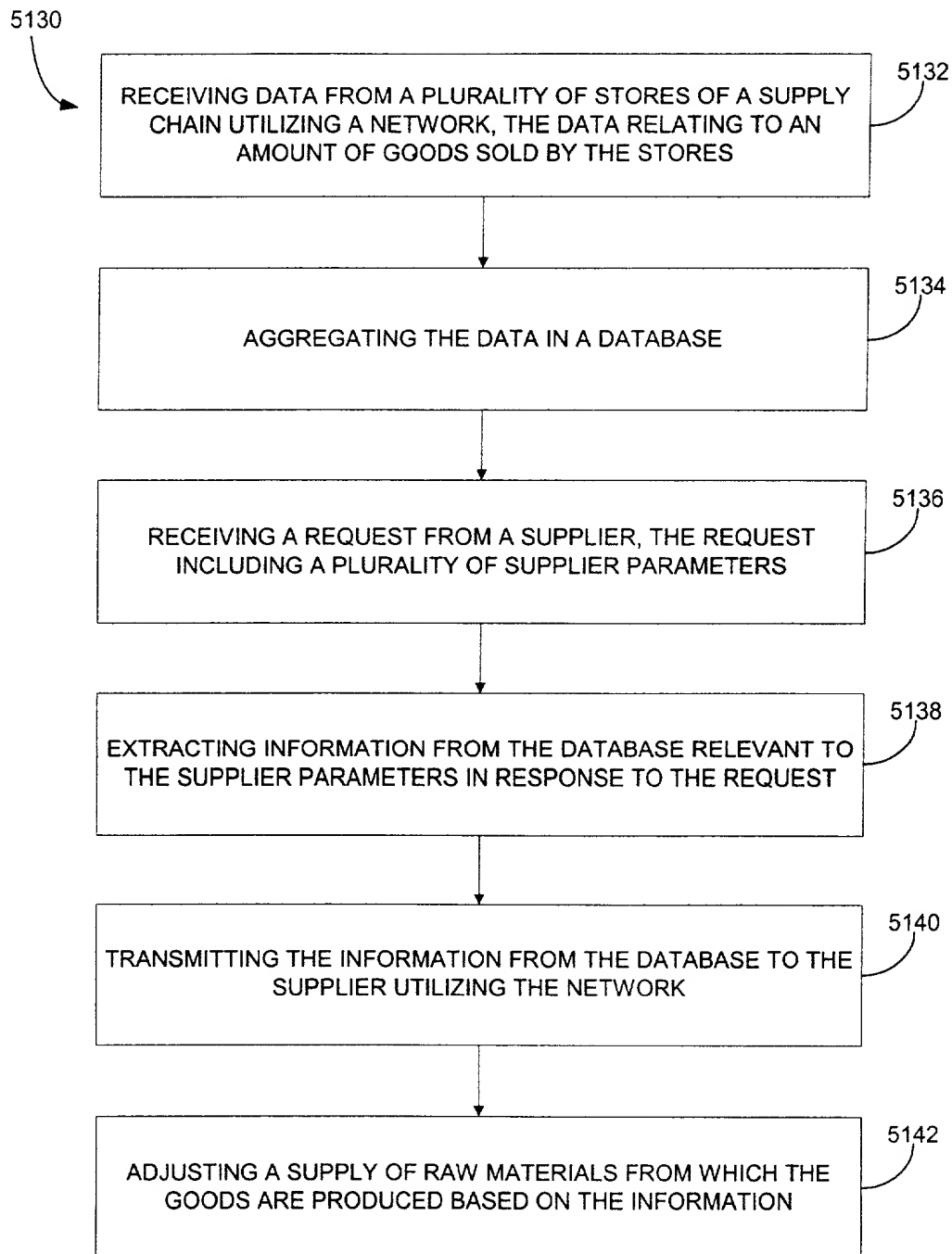


FIG. 51

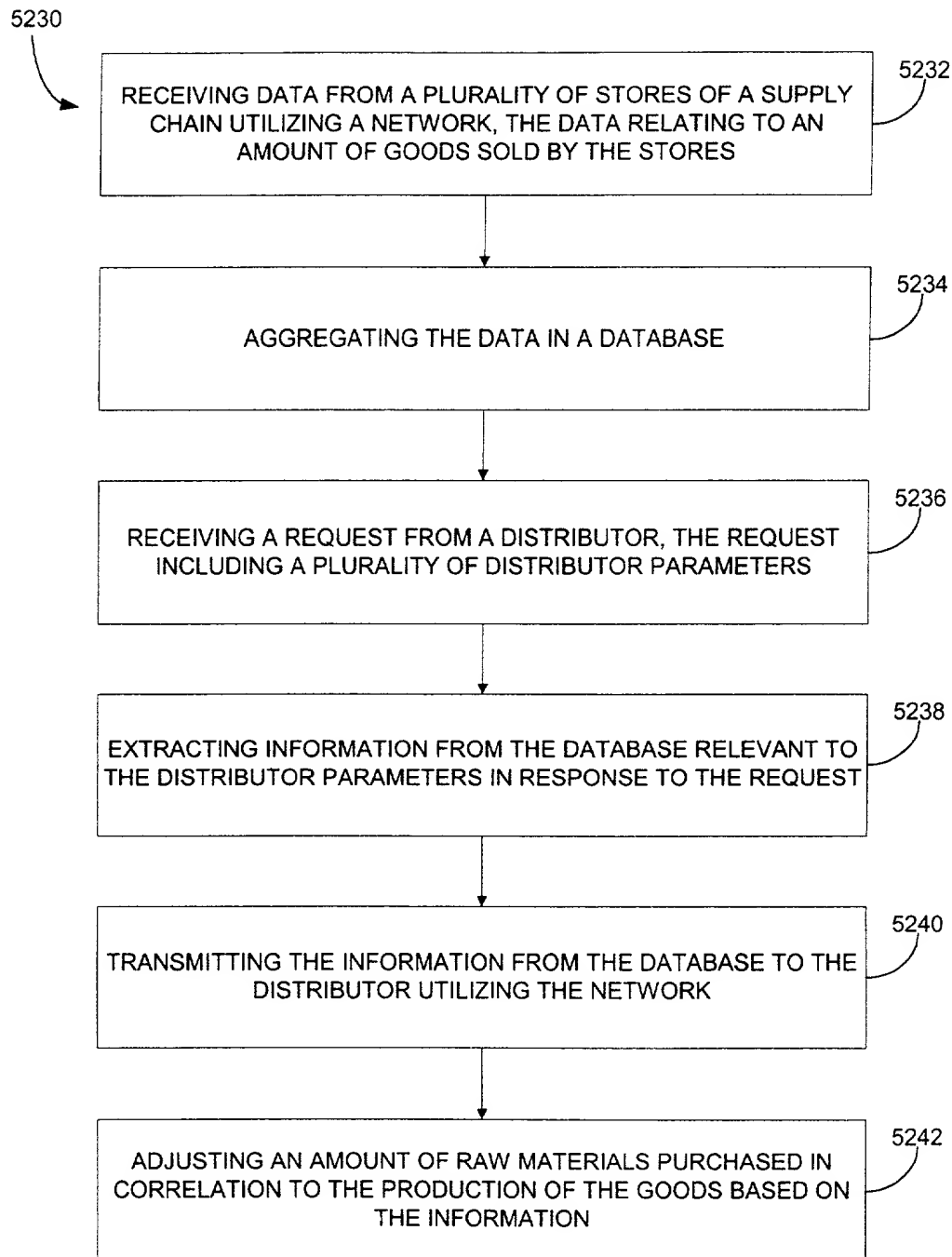


FIG. 52

109020" / 1151860

POS Implied Daily Usage - Distributor - Microsoft Internet Explorer

Printer Friendly Version

POS Implied Daily Usage - Distributor
Tuesday, October 24, 2000

5300

RSI
Distributor

LOGOUT

HOME

Reports

Personal Info

Legal Information

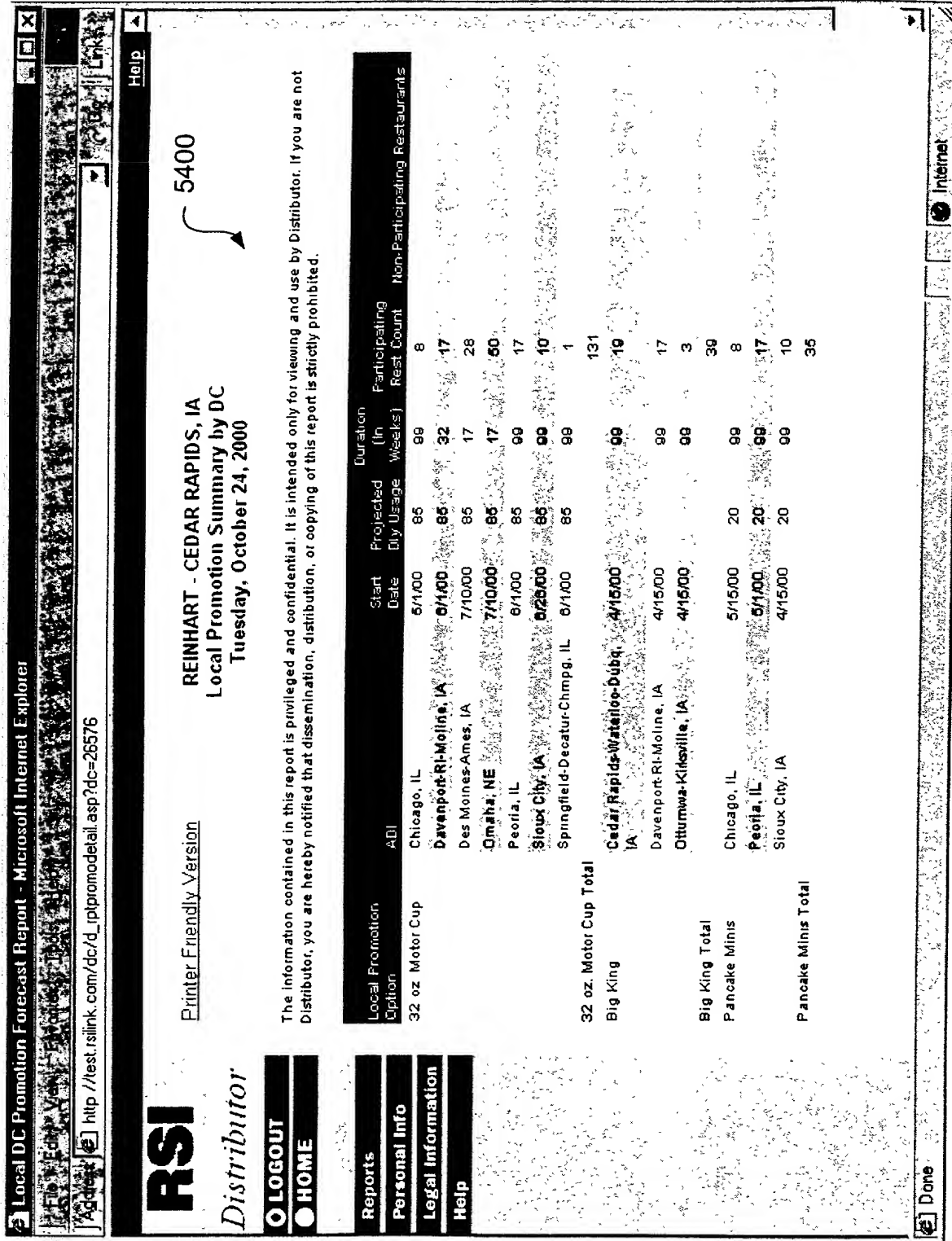
Help

The information contained in this report is privileged and confidential. It is intended only for viewing and use by Distributor User. If you are not Distributor User, you are hereby notified that dissemination, distribution, or copying of this report is strictly prohibited.

| DC Item No | Item Description | % Chg 14 Day Avg | 14 Day Rolling Total Cases | | | | | | | | | | | | | | Week Ending Total | | | | |
|------------|--------------------------|------------------|----------------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------------------|------|------|------|------|
| | | | 10/23 | 10/22 | 10/21 | 10/20 | 10/19 | 10/18 | 10/17 | 10/16 | 10/15 | 10/14 | 10/13 | 10/12 | 10/11 | 10/10 | 10/9 | 9/25 | 9/18 | | |
| 16986 | SAUCE: BBQ BULK BULLSEYE | 0.00% | 13 | 21 | 23 | 16 | 16 | 16 | 16 | 14 | 14 | 13 | 16 | 21 | 21 | 15 | 13 | 13 | 109 | 80 | 72 |
| 20788 | MUSTARD: BULK BK | 0.00% | 12 | 19 | 20 | 16 | 14 | 14 | 14 | 13 | 14 | 13 | 16 | 21 | 21 | 15 | 13 | 13 | 110 | 104 | 100 |
| 24340 | MAYONNAISE: BULK BK | 0.00% | 134 | 107 | 211 | 173 | 160 | 154 | 153 | 160 | 200 | 206 | 175 | 155 | 151 | 1184 | 1146 | 1142 | 1184 | 1146 | 1109 |
| 24066 | STRAW WRAPPED 7.75" BK | 0.00% | 21 | 33 | 34 | 27 | 25 | 24 | 24 | 24 | 34 | 33 | 27 | 24 | 24 | 189 | 179 | 186 | 178 | 186 | 178 |
| 26318 | FORK: WRAPPED BULK BK | 0.00% | 10 | 11 | 12 | 10 | 9 | 8 | 9 | 11 | 12 | 11 | 10 | 9 | 9 | 70 | 71 | 56 | 58 | 56 | 58 |
| 25462 | KNIFE: WRAPPED BULK BK | 0.00% | 3 | 3 | 3 | 3 | 2 | 2 | 2 | 2 | 3 | 3 | 3 | 3 | 2 | 18 | 15 | 8 | 0 | 18 | 0 |
| 27082 | KETCHUP: BULK BAG IN BOX | 0.00% | 99 | 134 | 142 | 116 | 104 | 102 | 101 | 100 | 130 | 130 | 115 | 105 | 102 | 796 | 771 | 776 | 743 | 776 | 743 |
| 27090 | KETCHUP: BULK BAG 10g BK | 0.00% | 127 | 194 | 205 | 180 | 143 | 142 | 139 | 144 | 197 | 197 | 180 | 142 | 140 | 1112 | 1070 | 1078 | 1044 | 1078 | 1044 |

Internet

FIG. 53



709070" 225T860

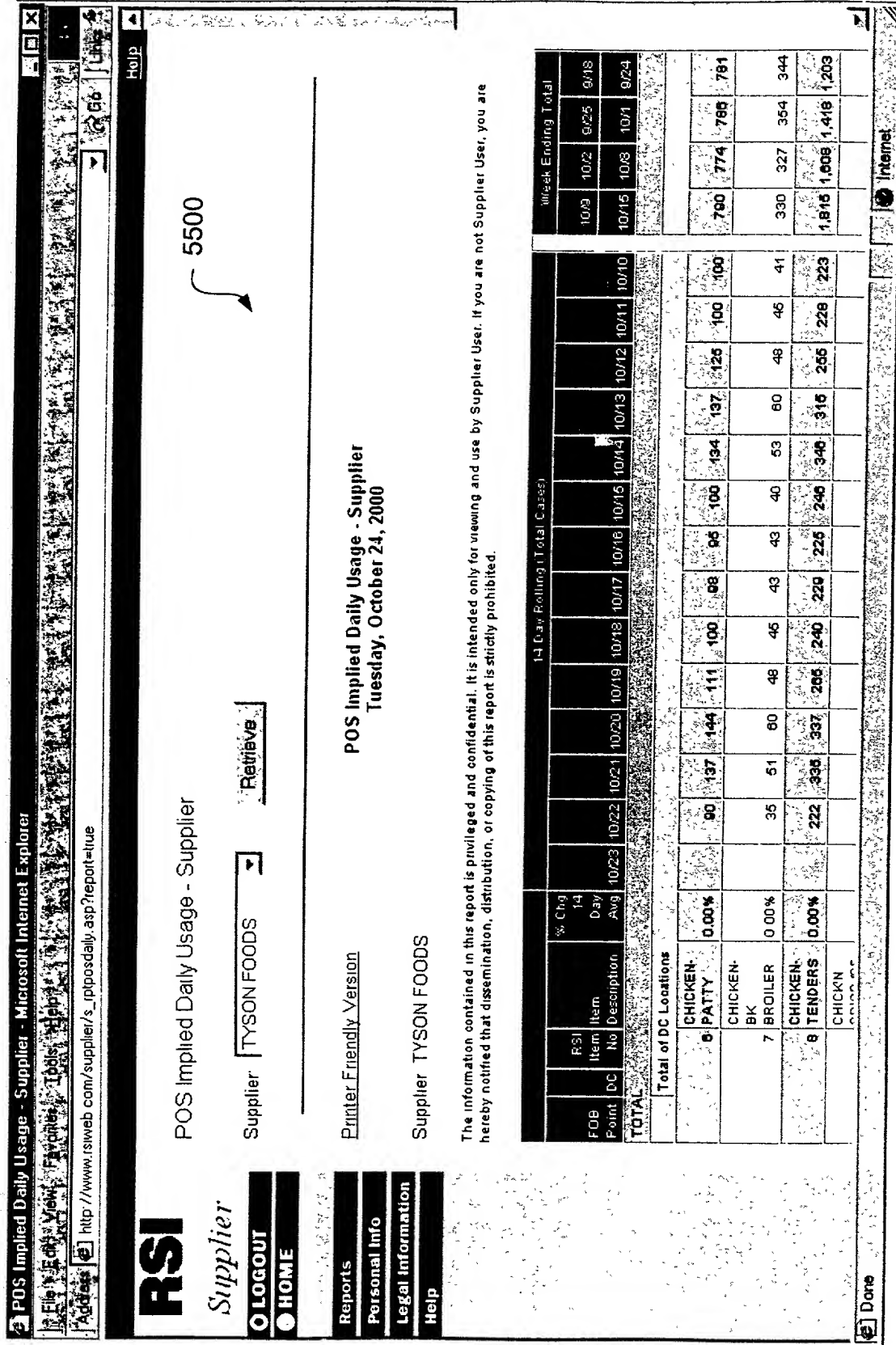


FIG. 55

62

Member

LOGOUT

HOME

Franchisee

Reports

Personal Info

Legal Information

Help

Landed Cost Report

Restaurant Number:

0003473

Date:

Retrieve

5600

Restaurant Landed Cost Verification Report

Printer Friendly Version

Report Date: Sunday, October 22, 2000

Restaurant Number: 0003473

Distribution Center: REINHART - CEDAR RAPIDS, IA

Report Contact: Robert Harris

Contact Number. 305-529-3409

The information contained in this report is privileged and confidential. It is intended only for viewing and use by Franchisee User. If you are not Franchisee User, you are hereby notified that dissemination, distribution, or copying of this report is strictly prohibited.

| DC Item No | RSI Item No | RSI Item Description | DC Cost | Markup | Rest Cost |
|------------|-------------|------------------------------------|---------|--------|-----------|
| 10340 | 4439 | REGISTER TAPE-THERMAL 2.25" X 165' | \$21.27 | \$1.57 | \$22.84 |
| 12880 | 3586 | SUGAR SUBSTITUTE-PINK PKT 2000 CT | \$5.87 | \$1.57 | \$7.44 |
| 18955 | 399 | SAUCE-BULK-KRAFTBULLSEYE | \$24.48 | \$1.57 | \$26.05 |
| 19432 | 4473 | COFFEE-FOLGERS REGULAR | \$44.50 | \$1.57 | \$46.07 |
| 20788 | 67 | MUSTARD-BULK36AL | \$8.45 | \$1.57 | \$9.02 |
| 20940 | 4281 | WRAP-LOCAL OPTION | \$29.78 | \$1.57 | \$31.35 |
| 24340 | 60 | SAUCE-BULK MAYONNAISE | \$7.81 | \$1.57 | \$9.38 |
| 24600 | 4270 | WATER-ICE MOUNTAIN .5L | \$6.41 | \$1.57 | \$7.98 |

Not Done

FIG. 56

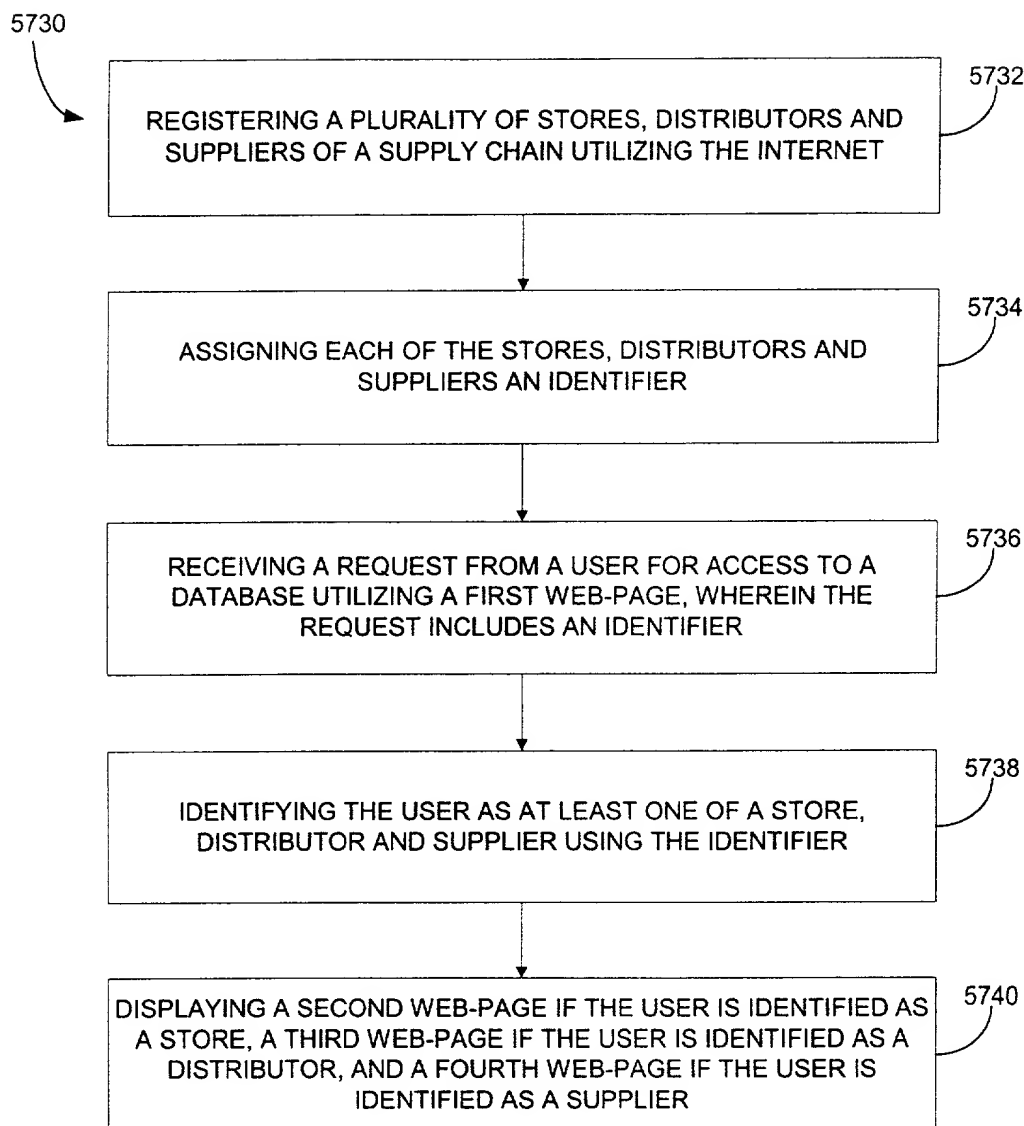


FIG. 57

5804

5802

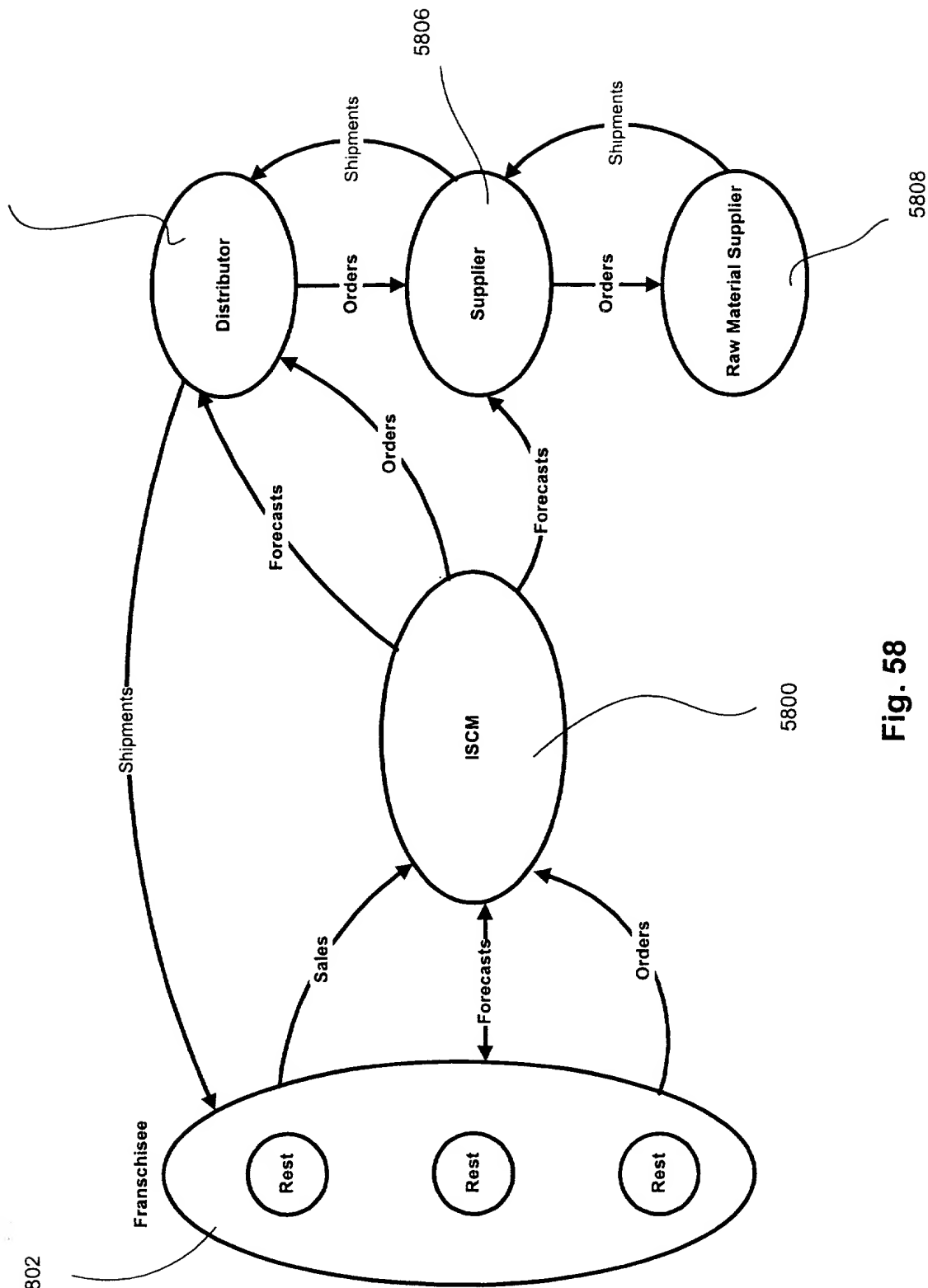


Fig. 58

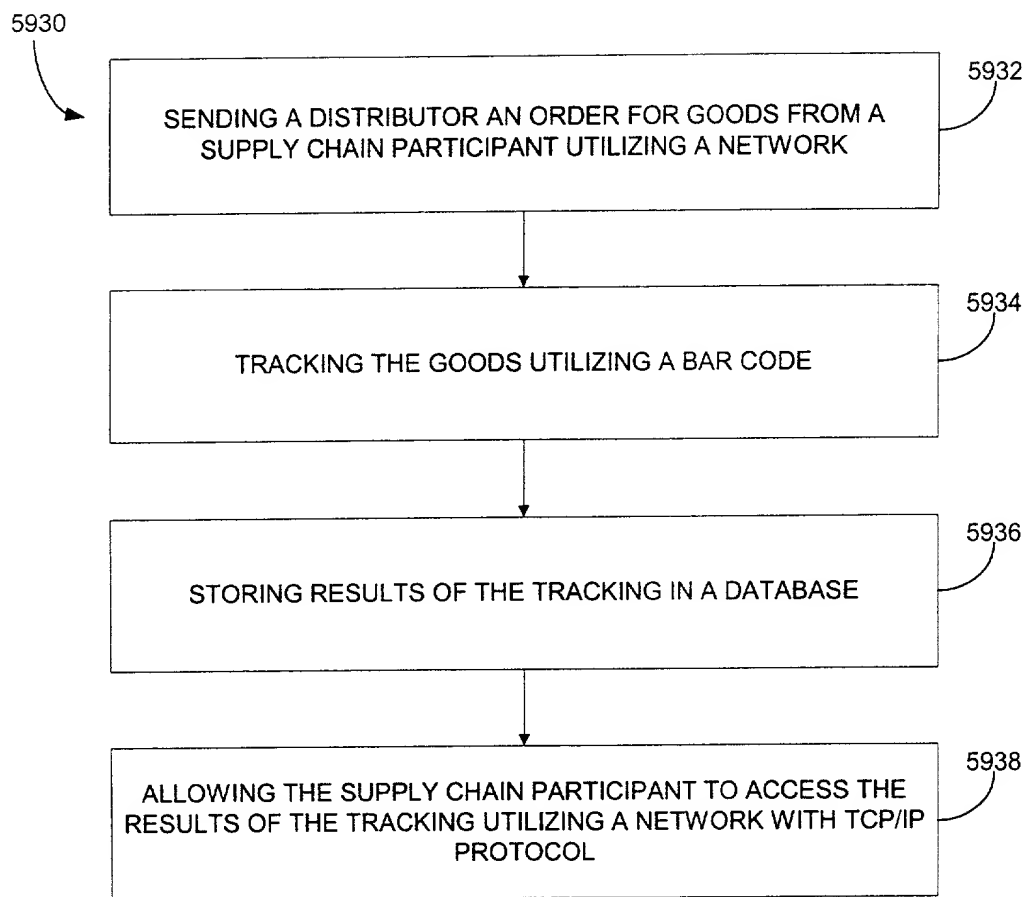


FIG. 59

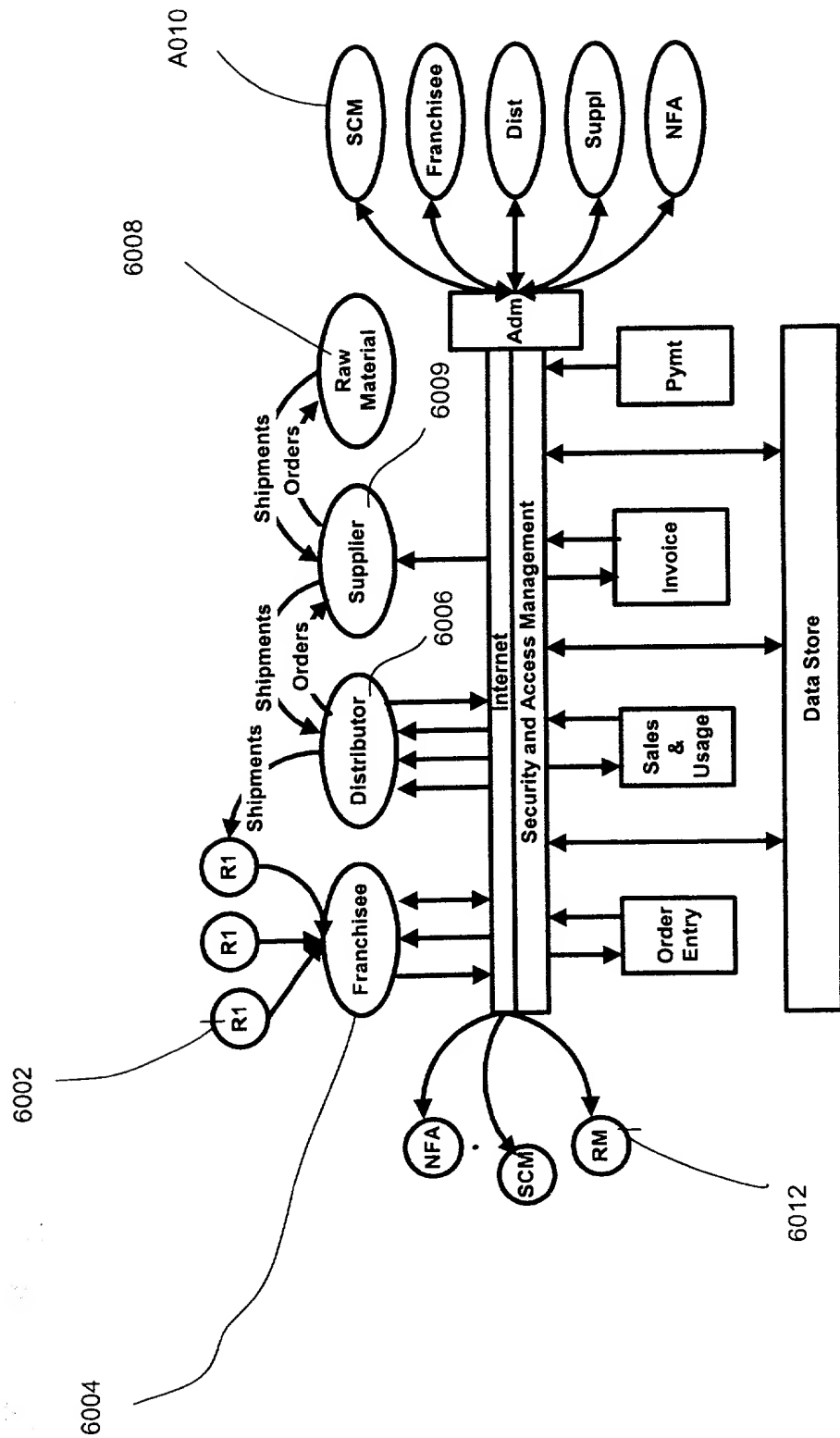


Fig. 60

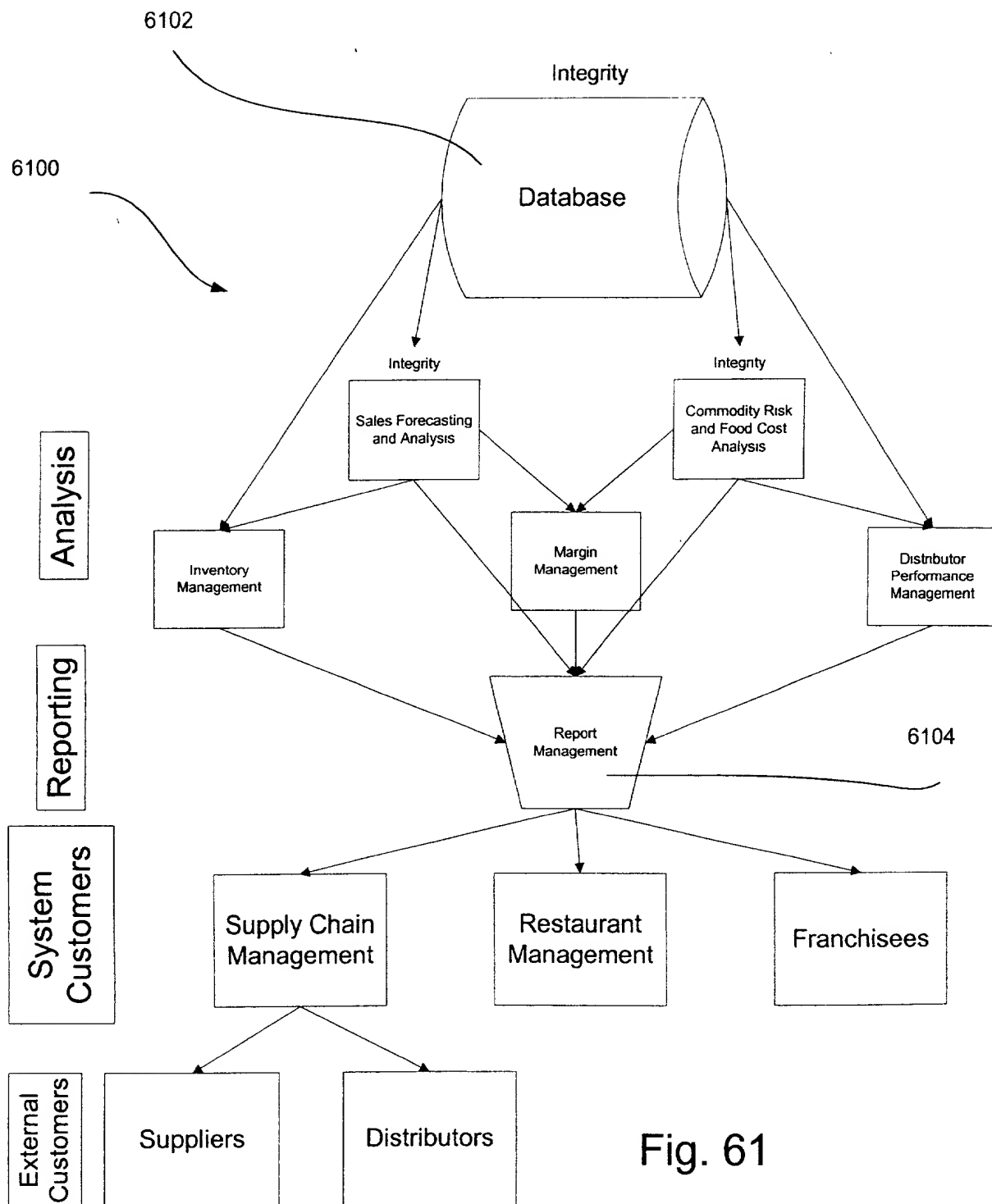


Fig. 61

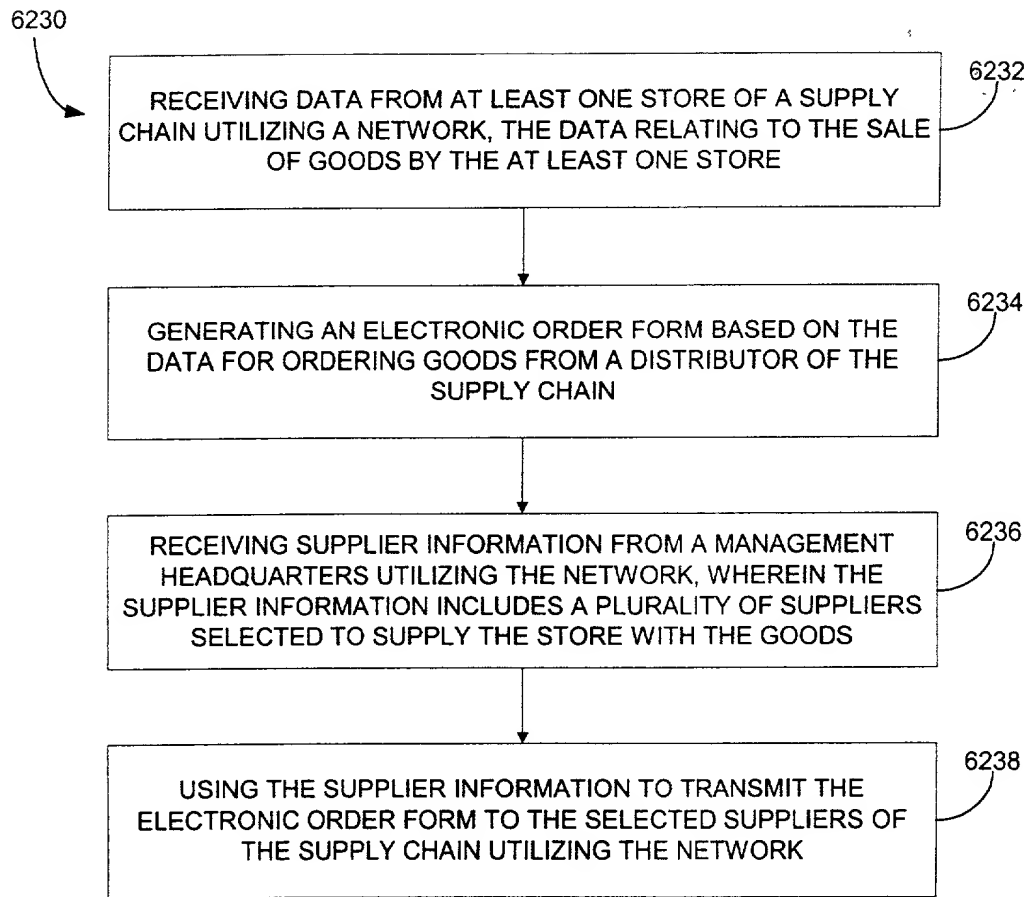


FIG. 62

6300

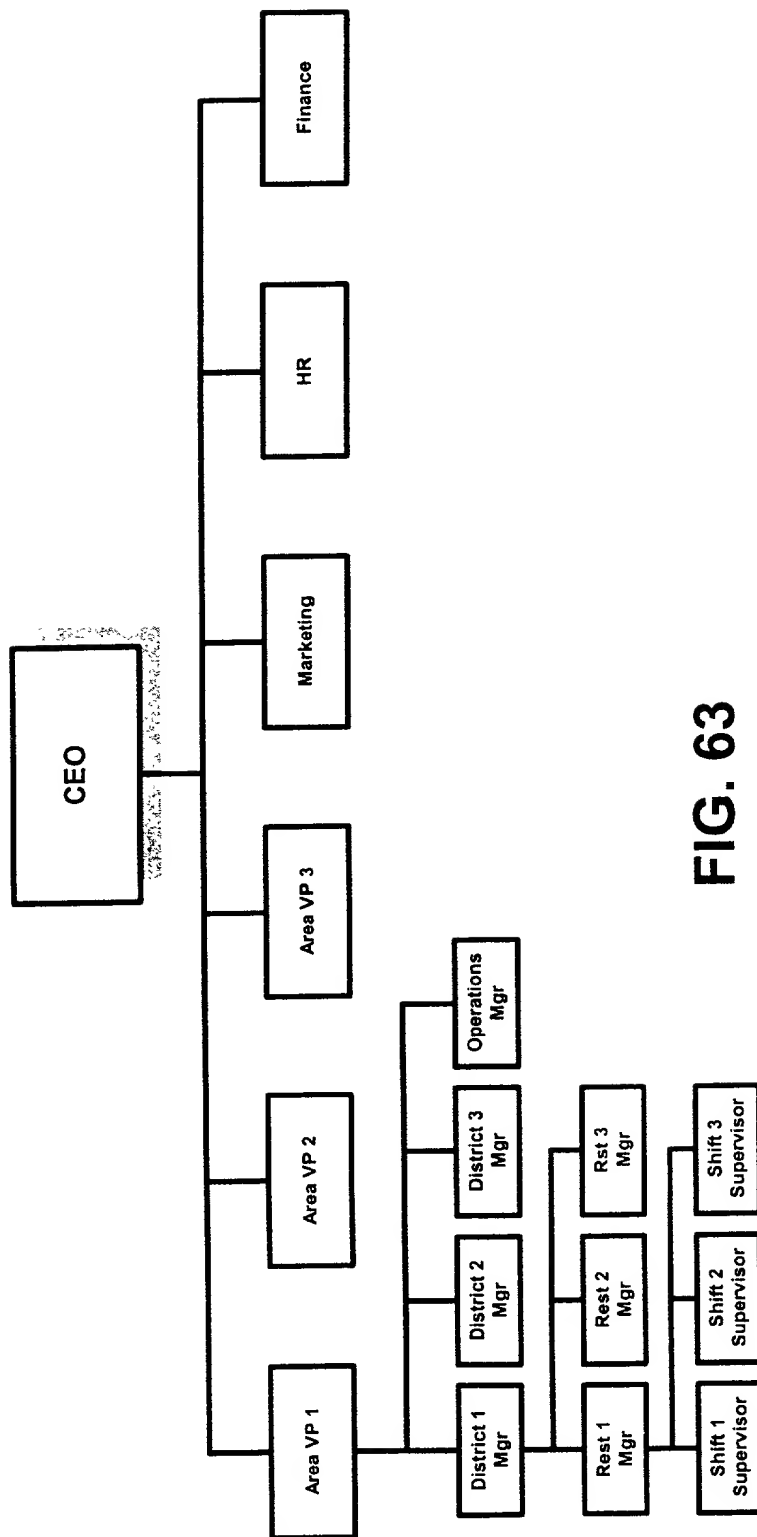


FIG. 63

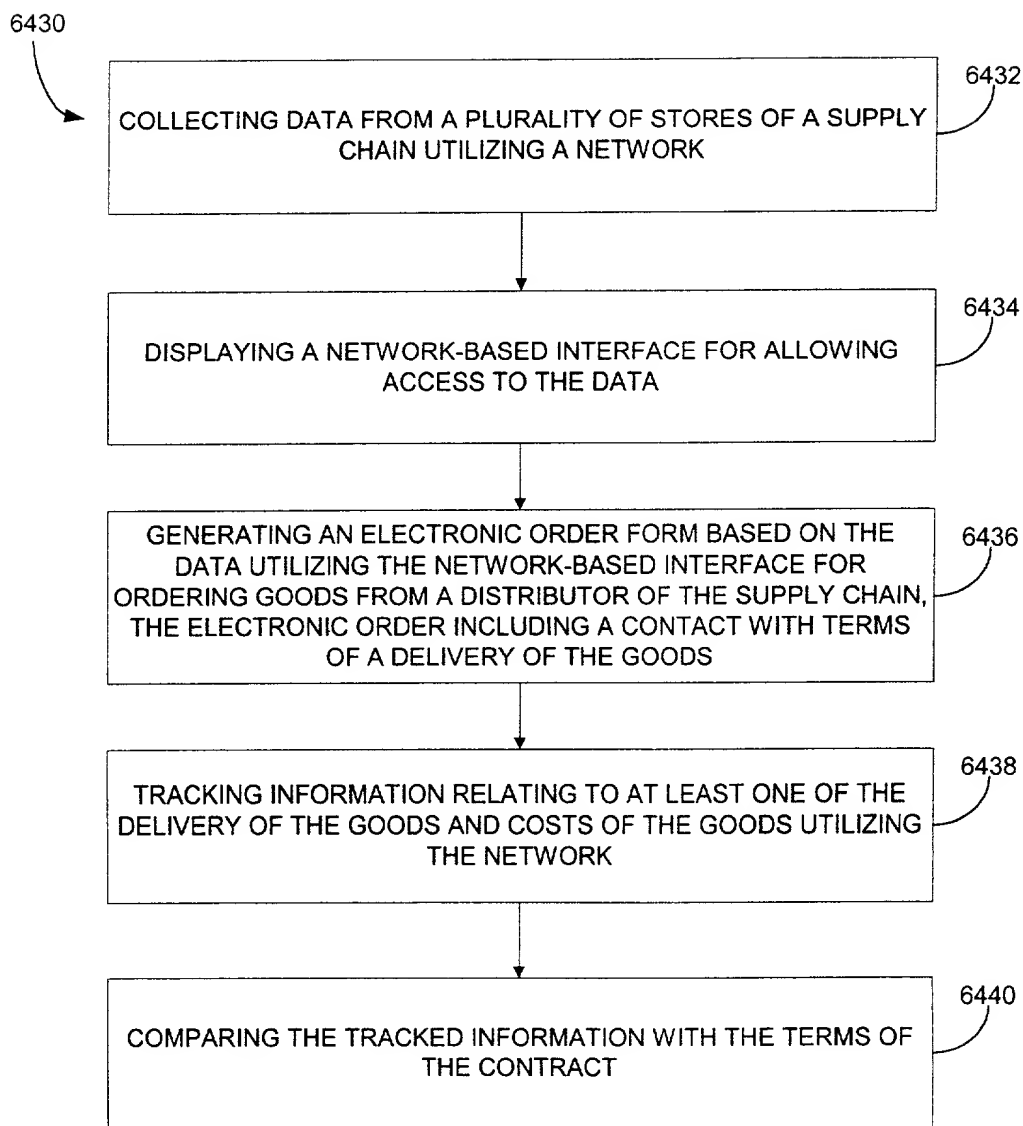


FIG. 64

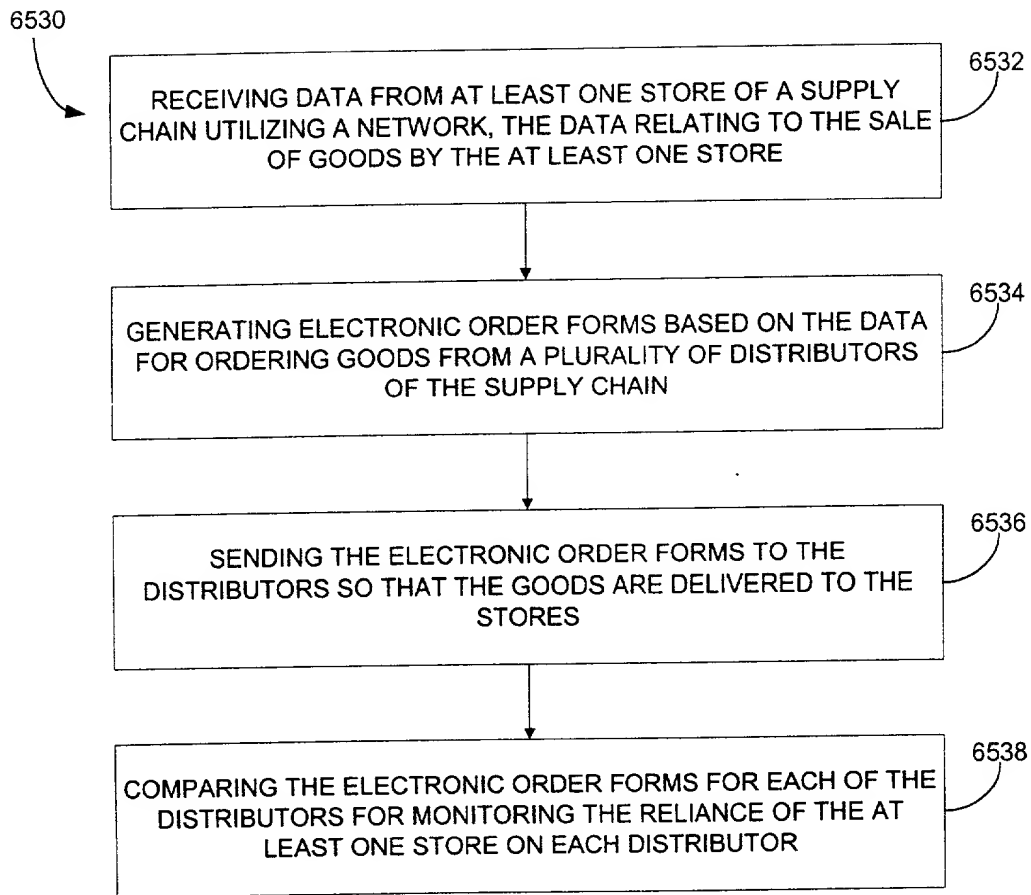


FIG. 65

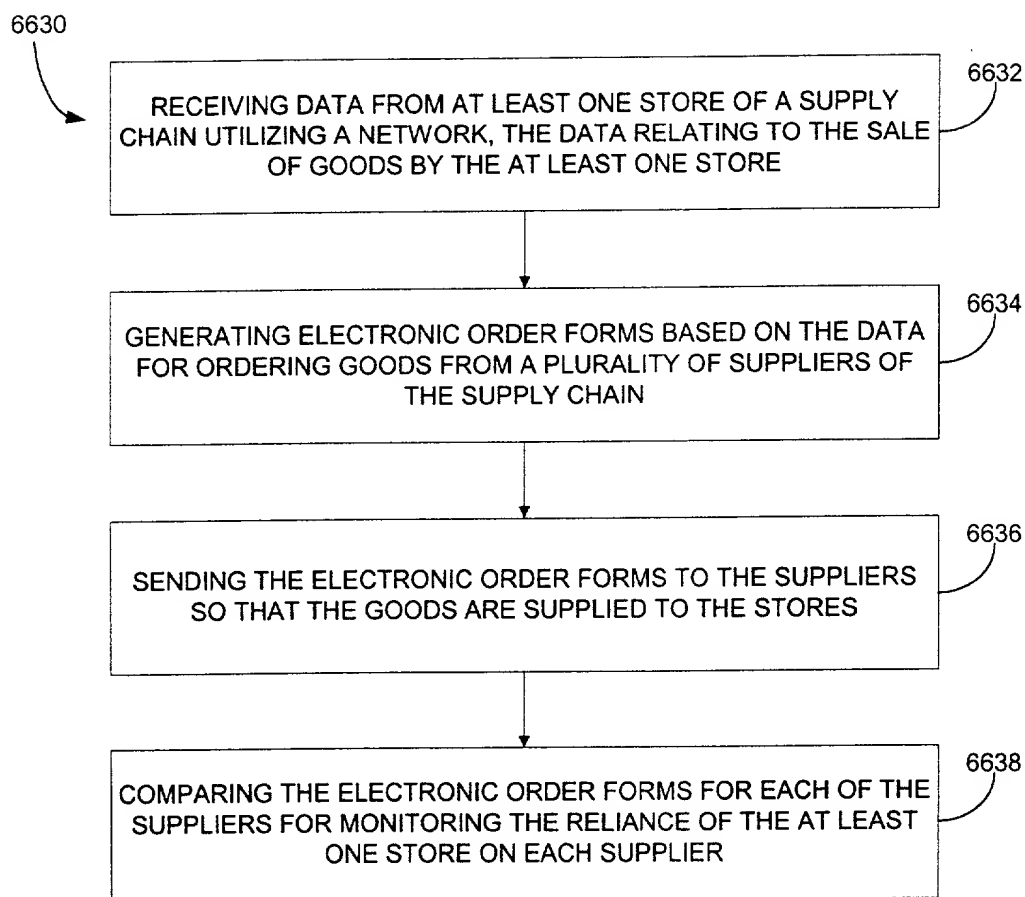


FIG. 66

```

graph TD
    6730 --> 6732[COLLECTING DATA FROM A PLURALITY OF STORES OF A SUPPLY CHAIN UTILIZING A NETWORK]
    6732 --> 6734[DISPLAYING A NETWORK-BASED INTERFACE FOR ALLOWING ACCESS TO THE DATA]
    6734 --> 6736[GENERATING AN ELECTRONIC ORDER FORM BASED ON THE DATA UTILIZING THE NETWORK-BASED INTERFACE FOR ORDERING GOODS FROM SELECTED DISTRIBUTORS OF THE SUPPLY CHAIN, WHEREIN THE NETWORK-BASED INTERFACE INCLUDES A BULLETIN BOARD DISPLAYING INFORMATION RECEIVED FROM EACH OF THE STORES, THE INFORMATION RELATING TO THE DISTRIBUTORS FOR FACILITATING THE SELECTION OF THE DISTRIBUTORS]
  
```

6730

6732 COLLECTING DATA FROM A PLURALITY OF STORES OF A SUPPLY CHAIN UTILIZING A NETWORK

6734 DISPLAYING A NETWORK-BASED INTERFACE FOR ALLOWING ACCESS TO THE DATA

6736 GENERATING AN ELECTRONIC ORDER FORM BASED ON THE DATA UTILIZING THE NETWORK-BASED INTERFACE FOR ORDERING GOODS FROM SELECTED DISTRIBUTORS OF THE SUPPLY CHAIN, WHEREIN THE NETWORK-BASED INTERFACE INCLUDES A BULLETIN BOARD DISPLAYING INFORMATION RECEIVED FROM EACH OF THE STORES, THE INFORMATION RELATING TO THE DISTRIBUTORS FOR FACILITATING THE SELECTION OF THE DISTRIBUTORS

FIG. 67

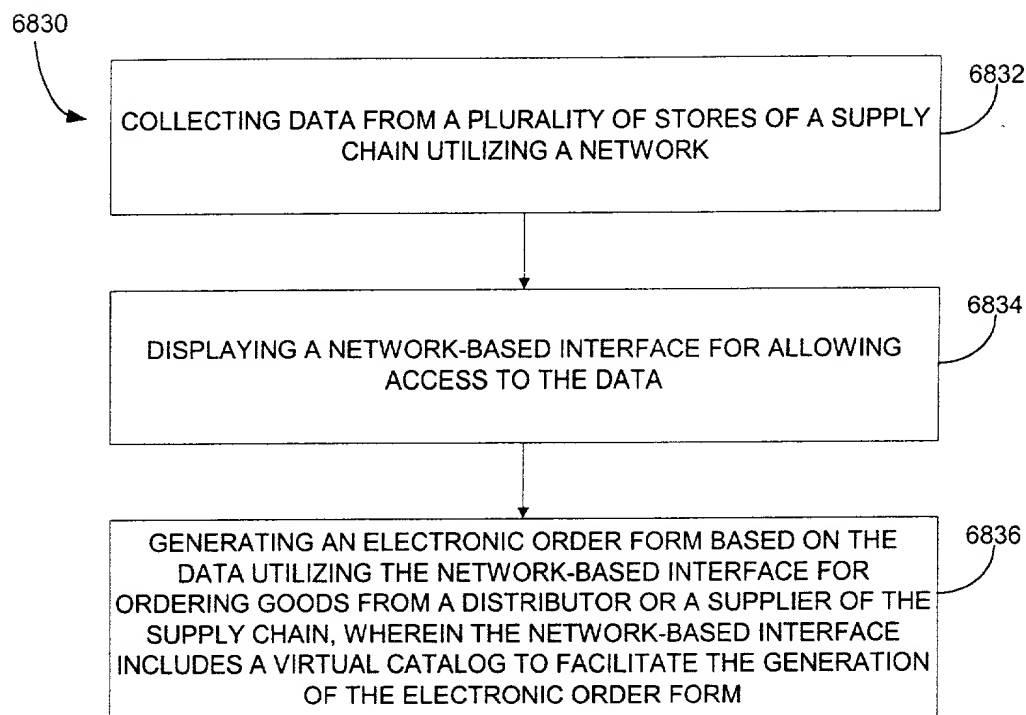


FIG. 68

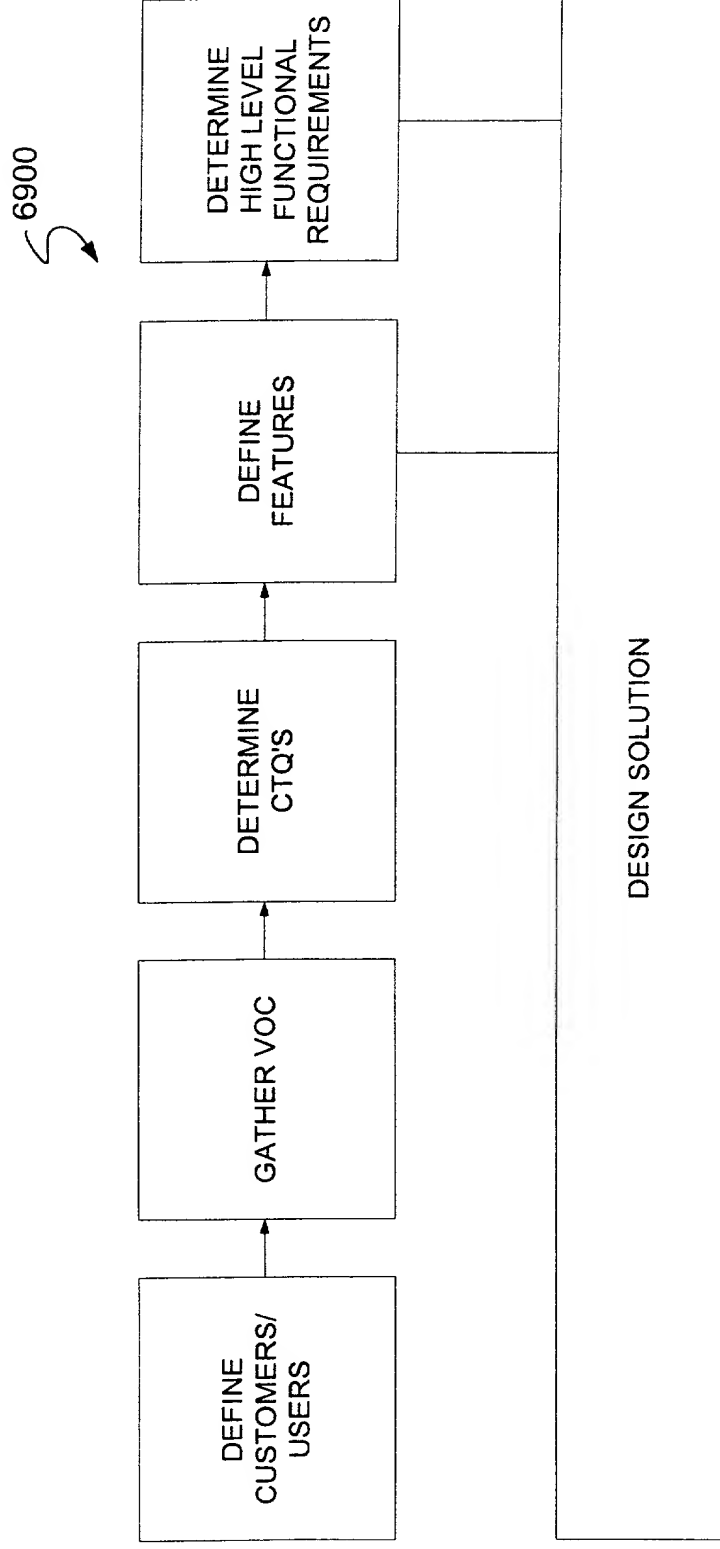


FIG. 69

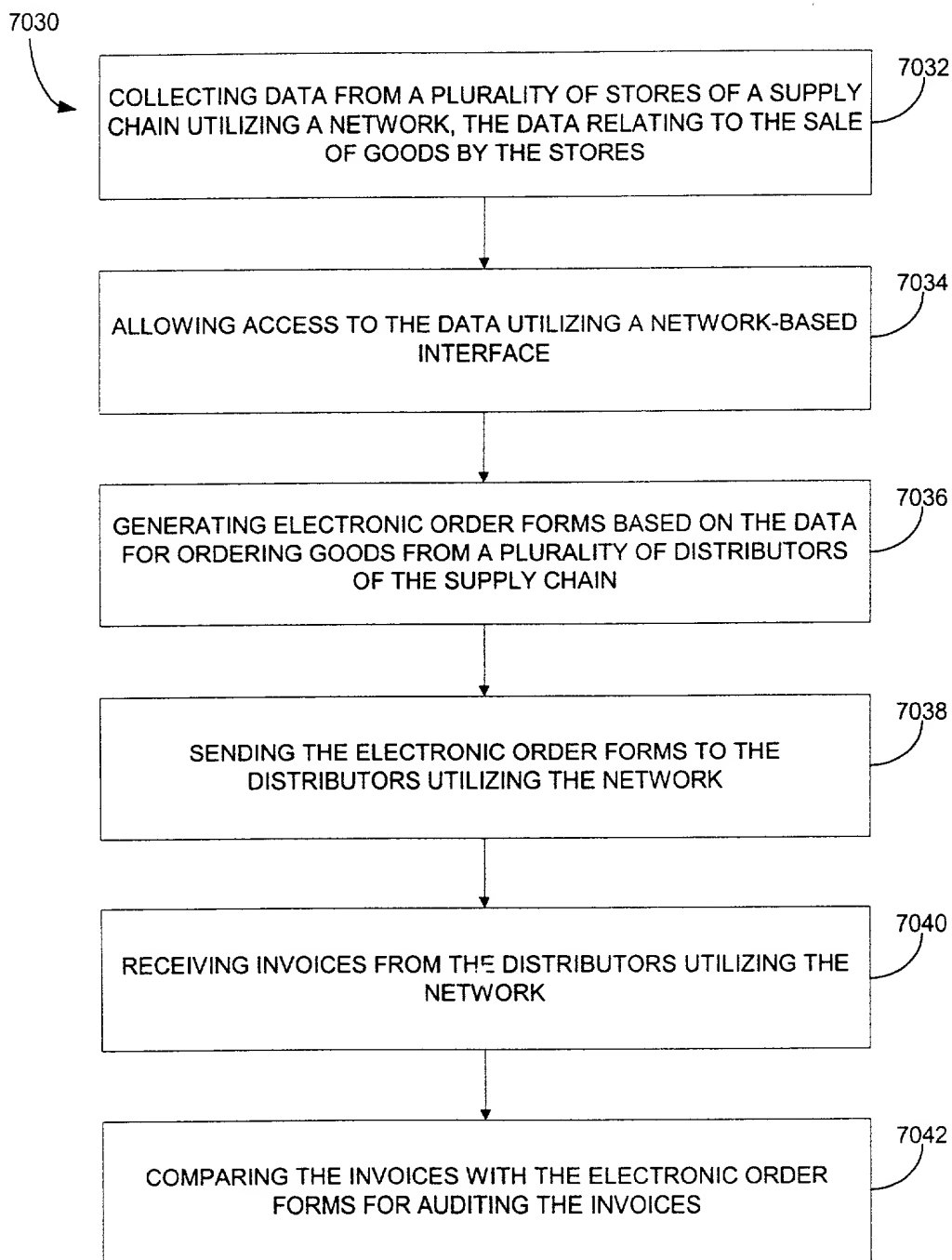


FIG. 70

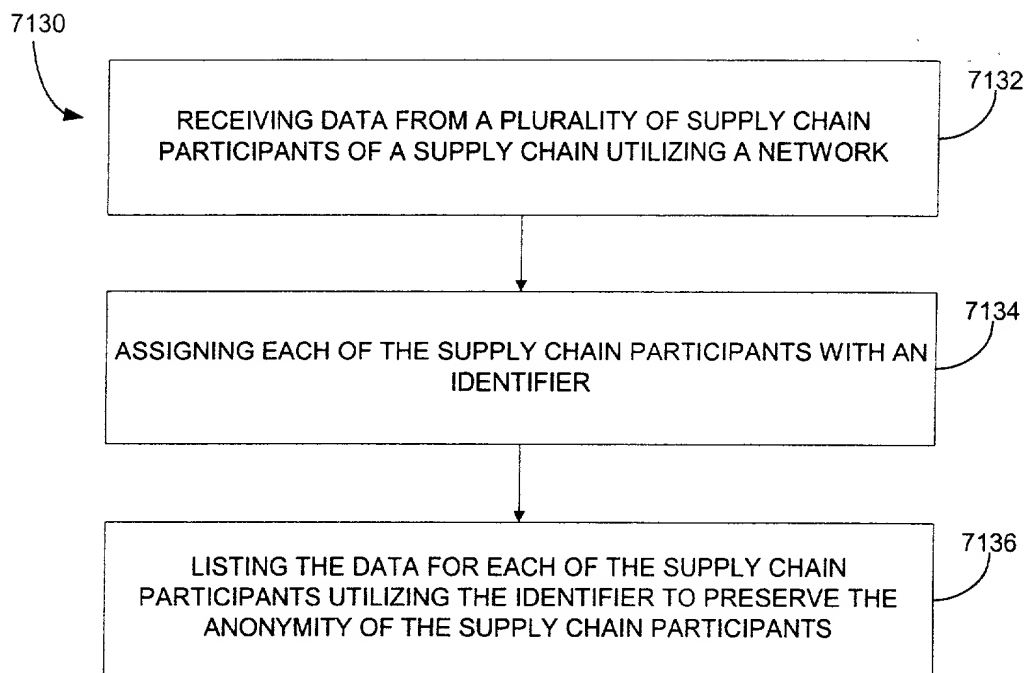


FIG. 71

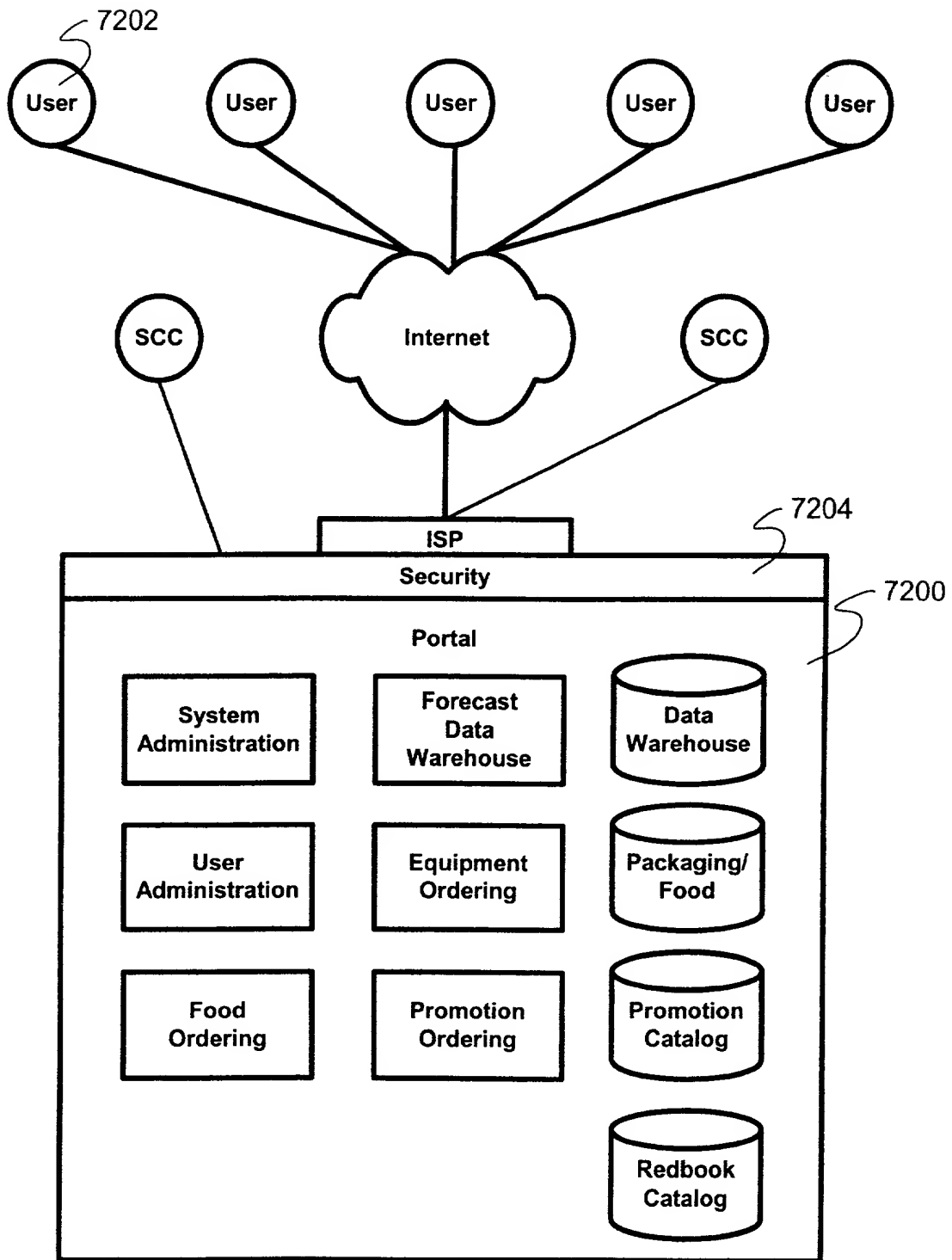


FIG. 72

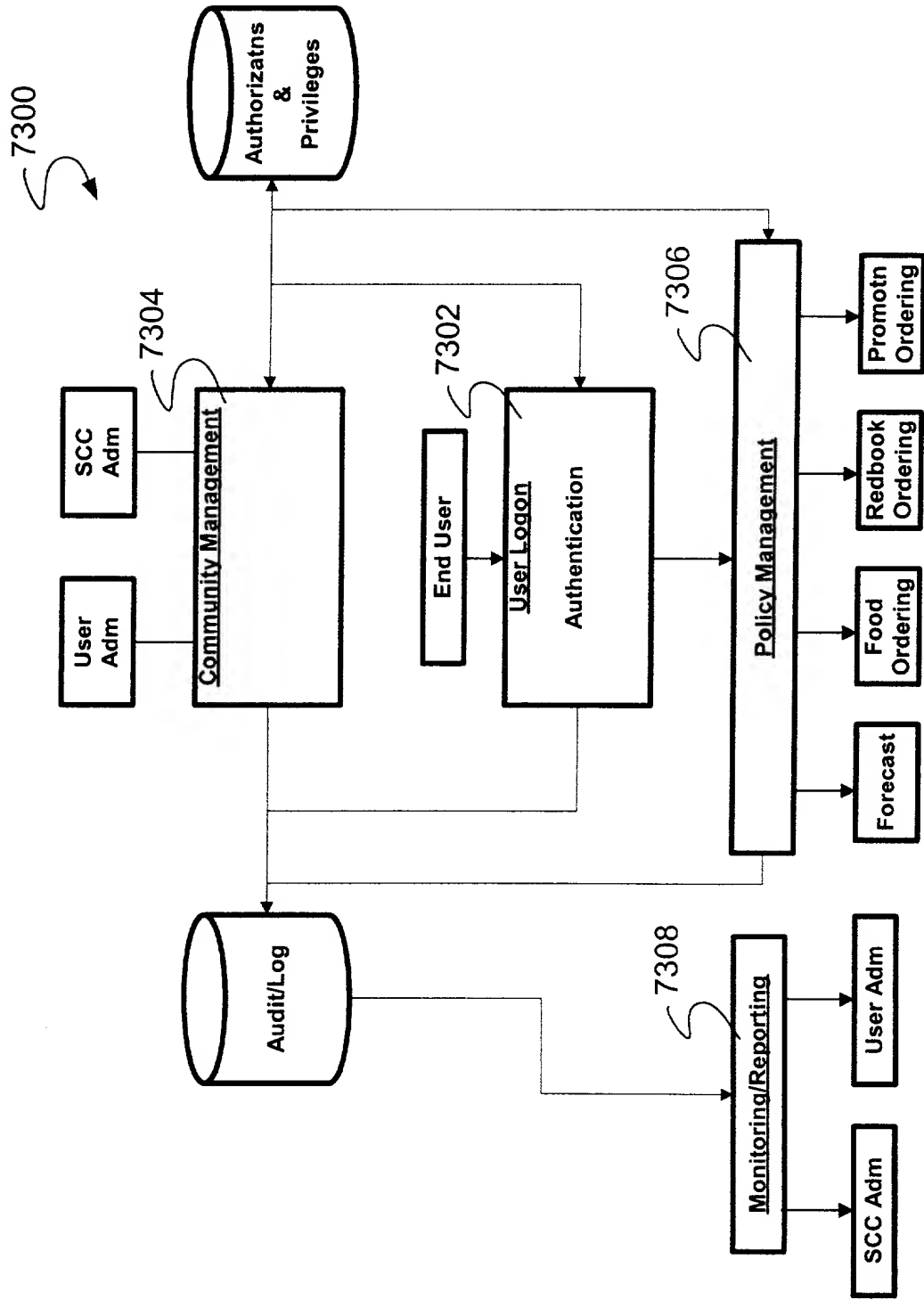


FIG. 73

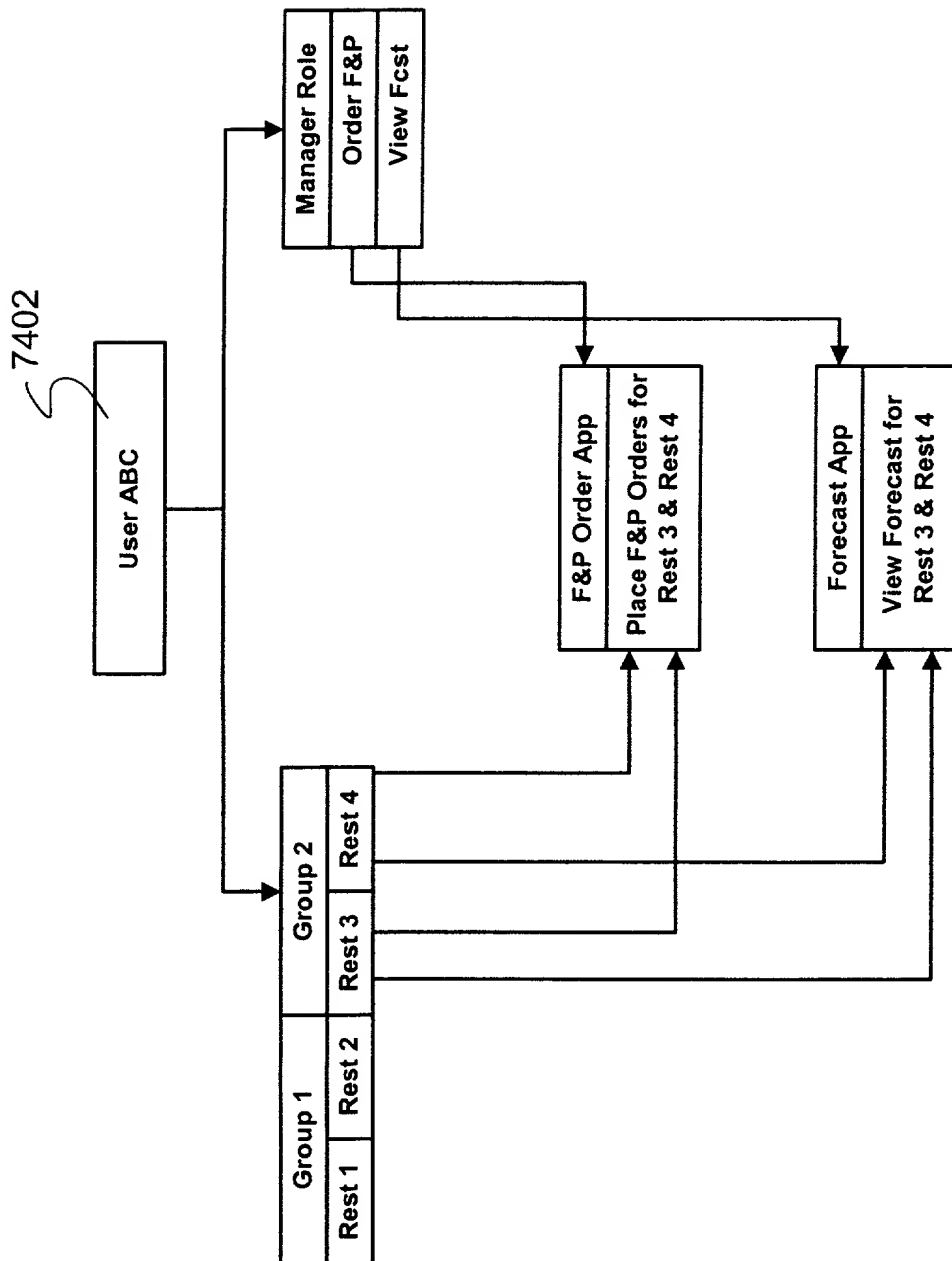


FIG. 74

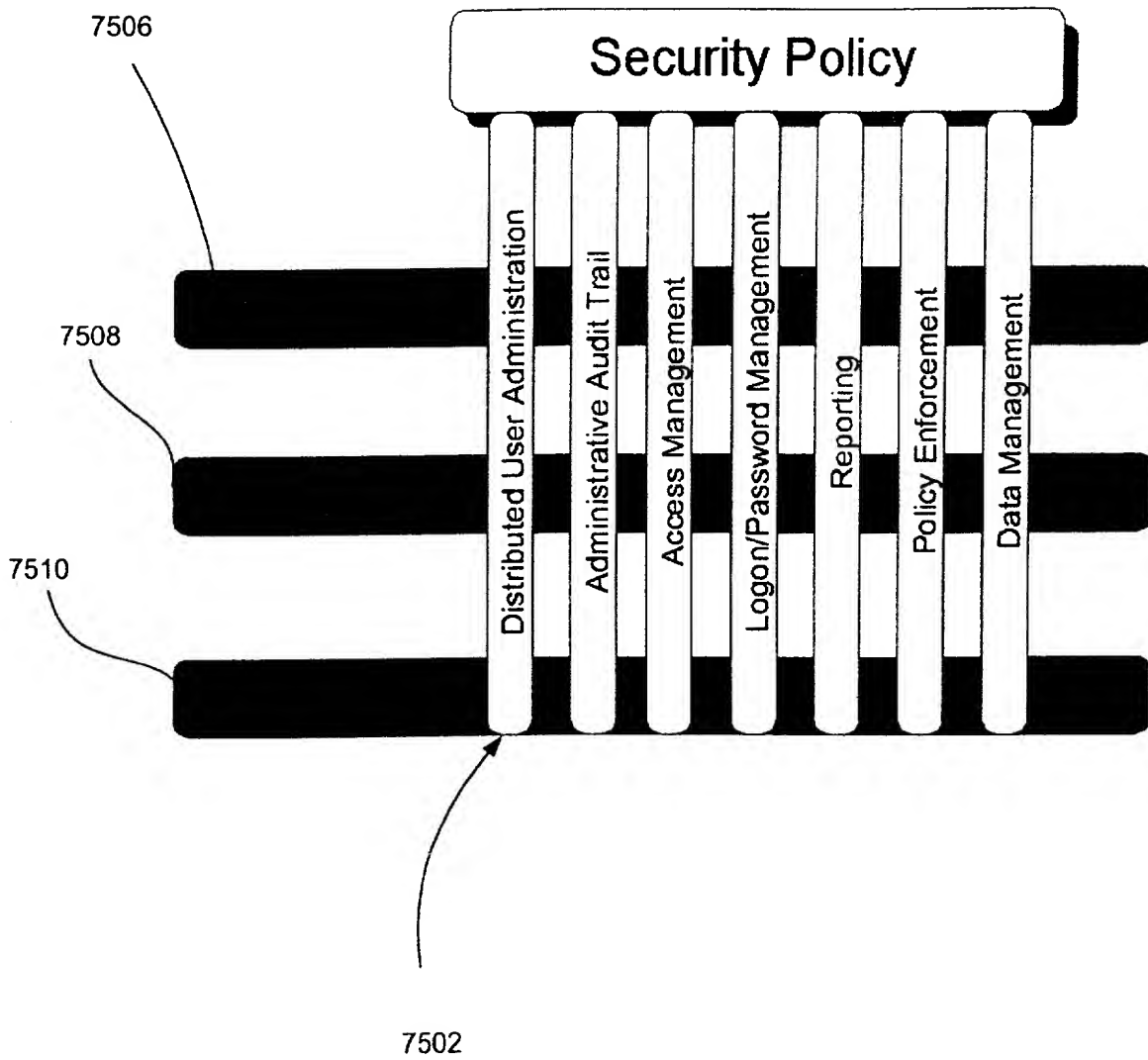


Fig. 75

094577-070601

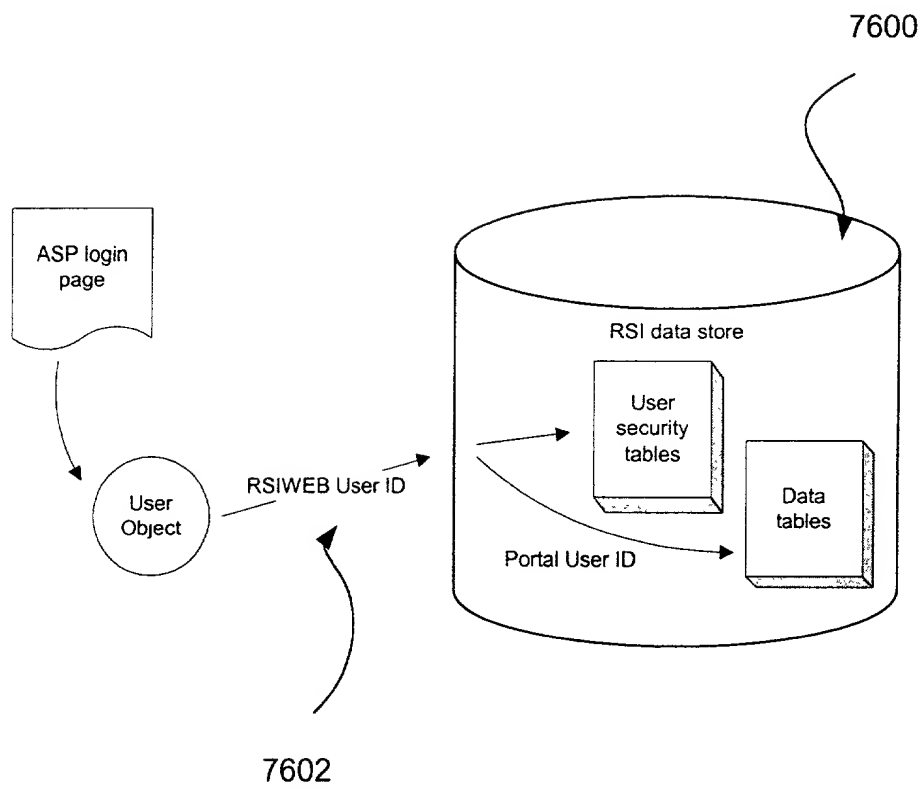


Fig. 76

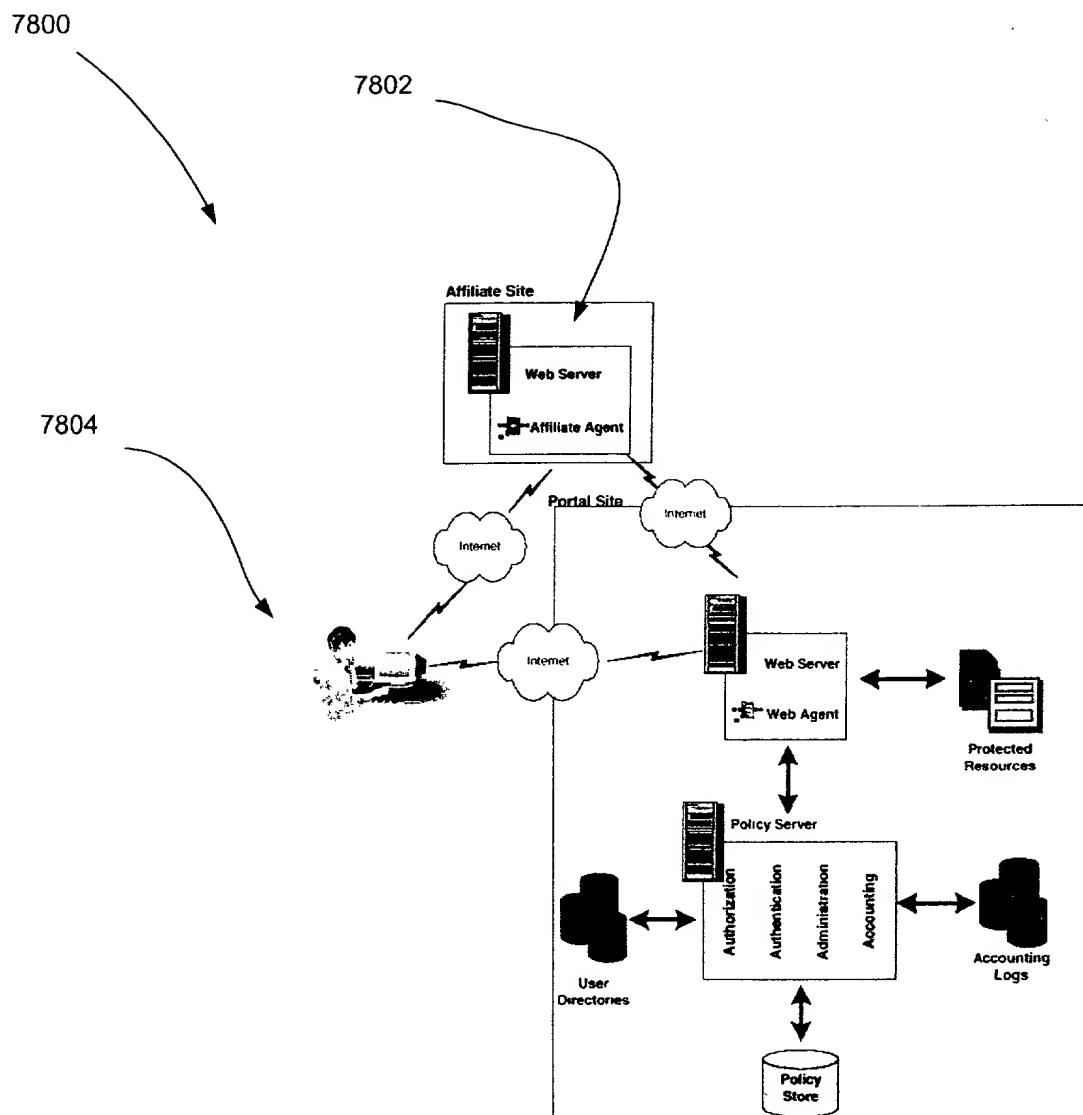


Fig. 78

7900

7902

Policy-Based Web Security Model

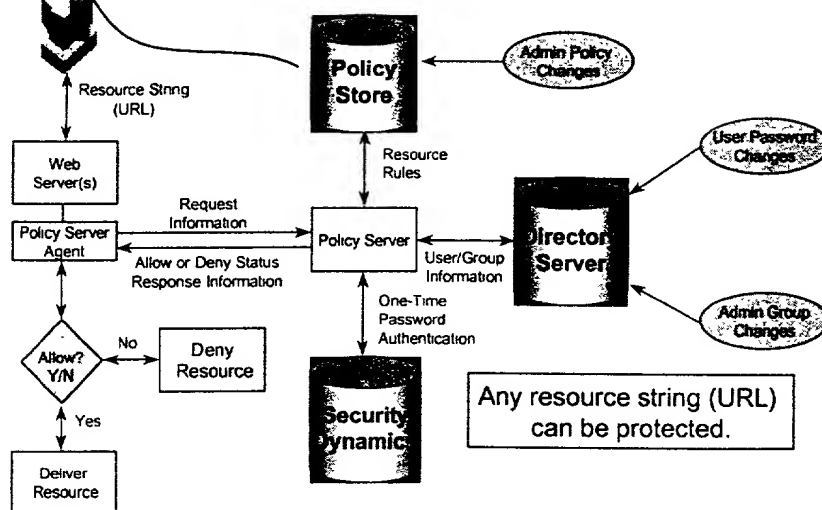


Fig. 79

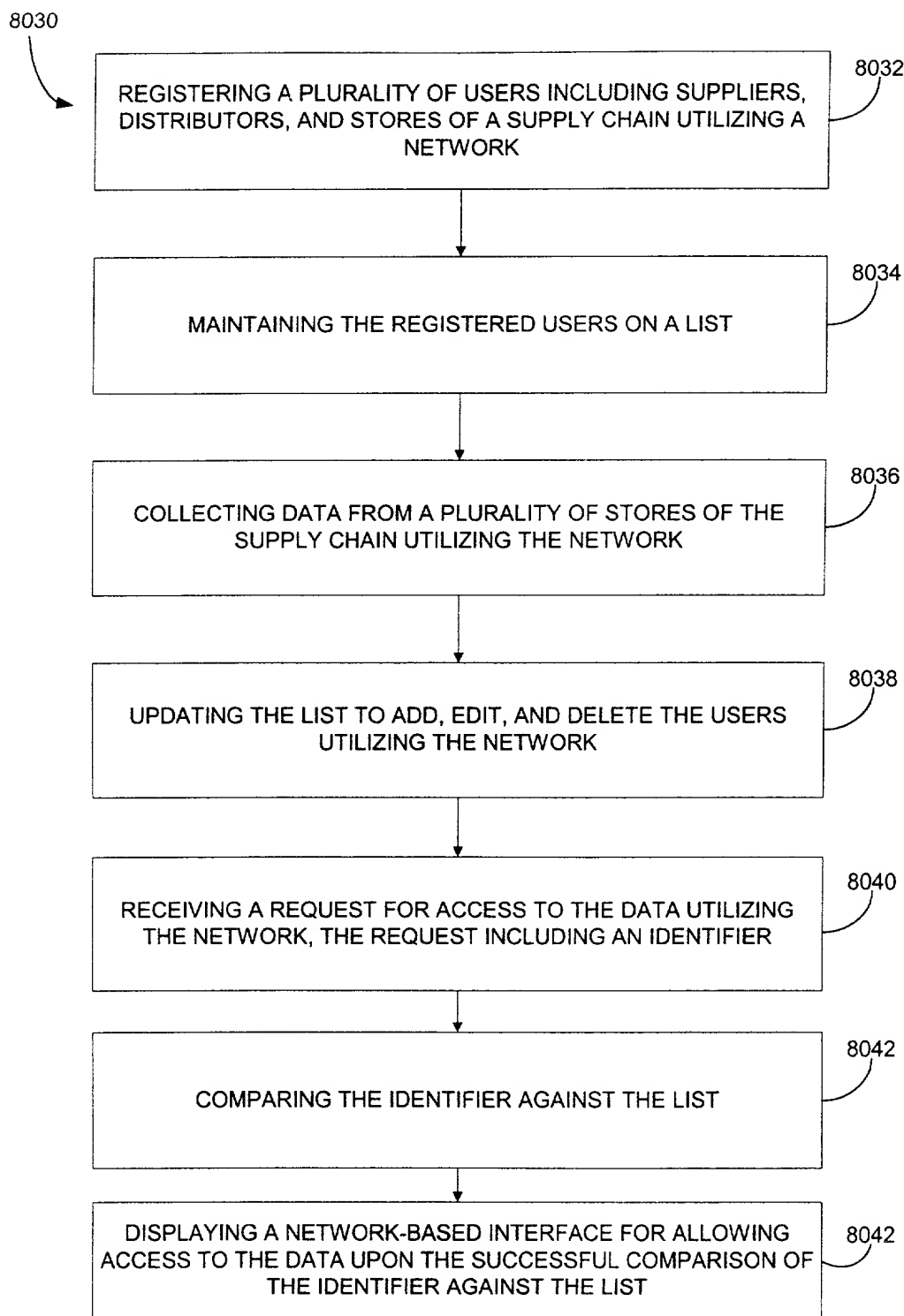


FIG. 80

09647.0601
"090909"

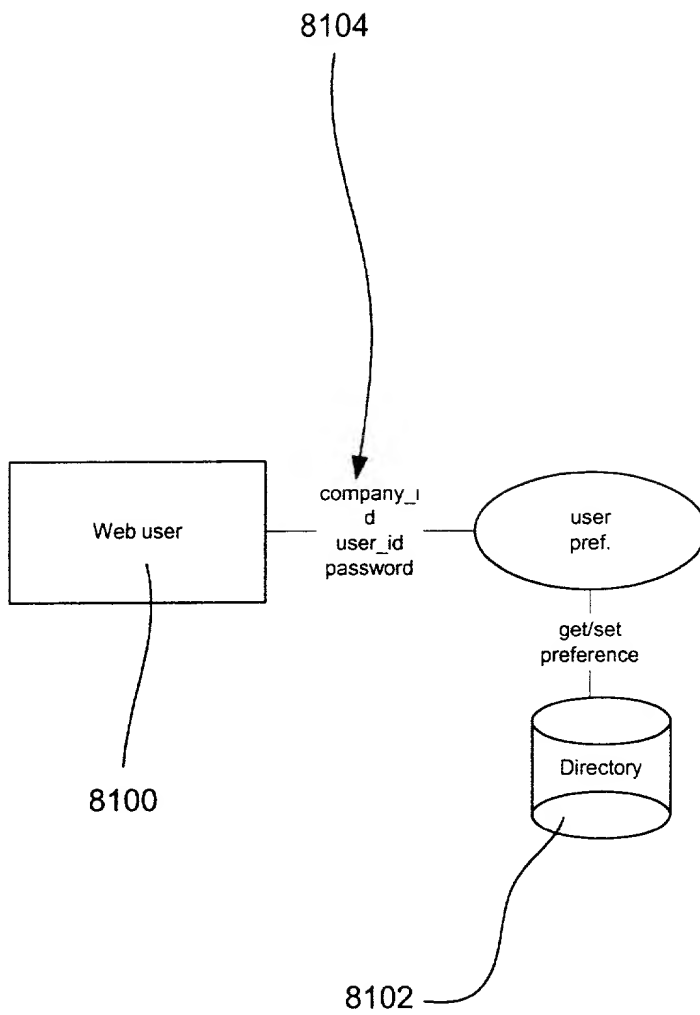


Fig. 81

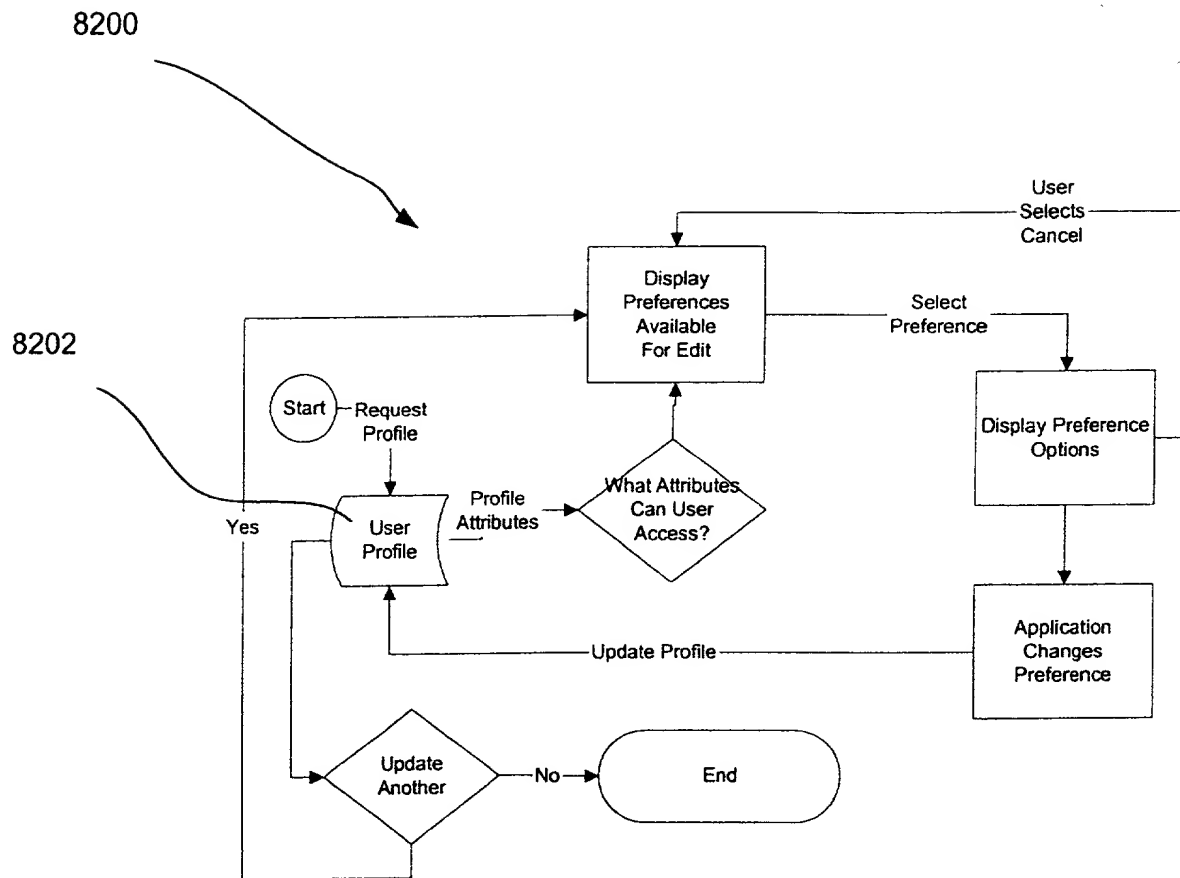


Fig. 82

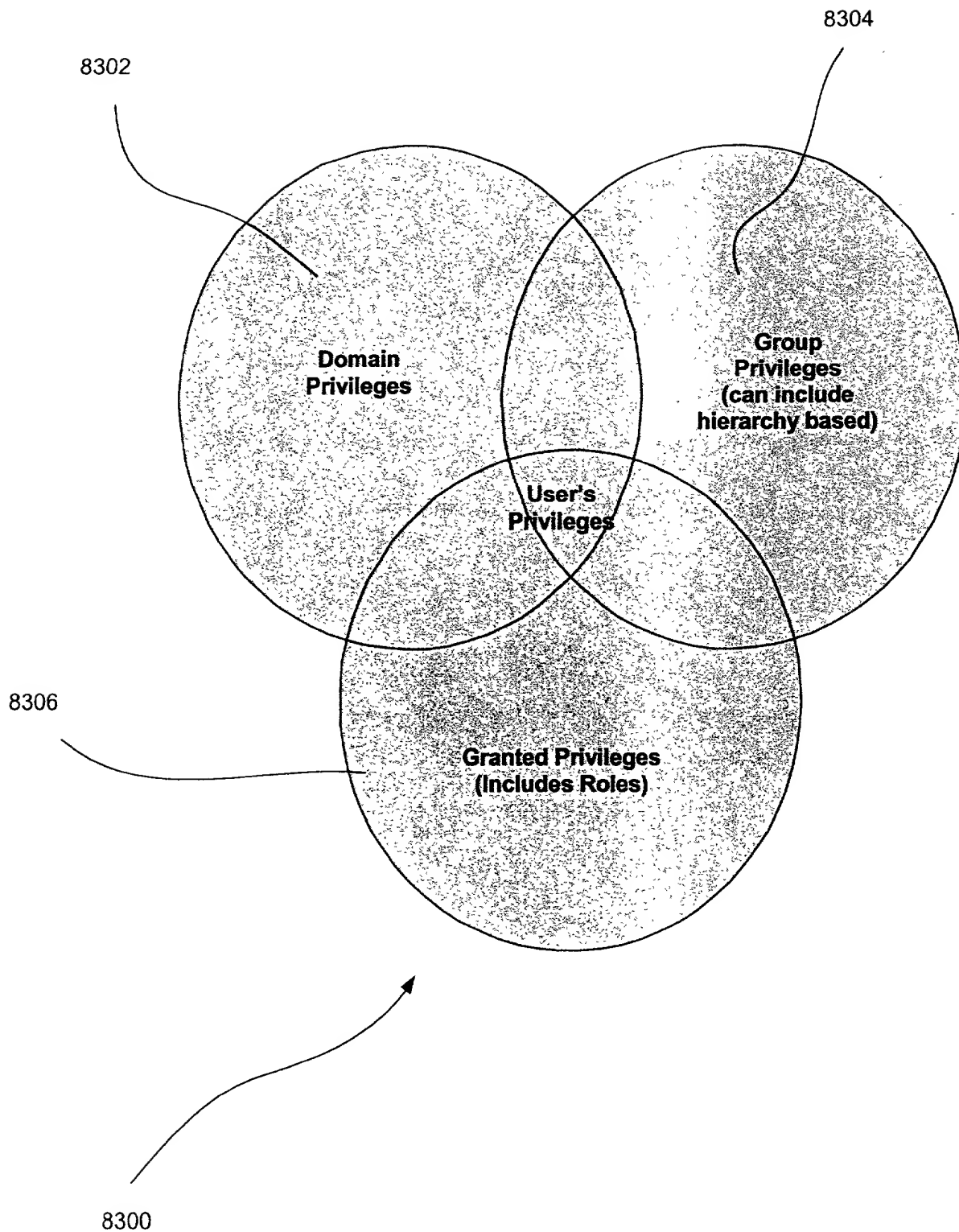


Fig. 83

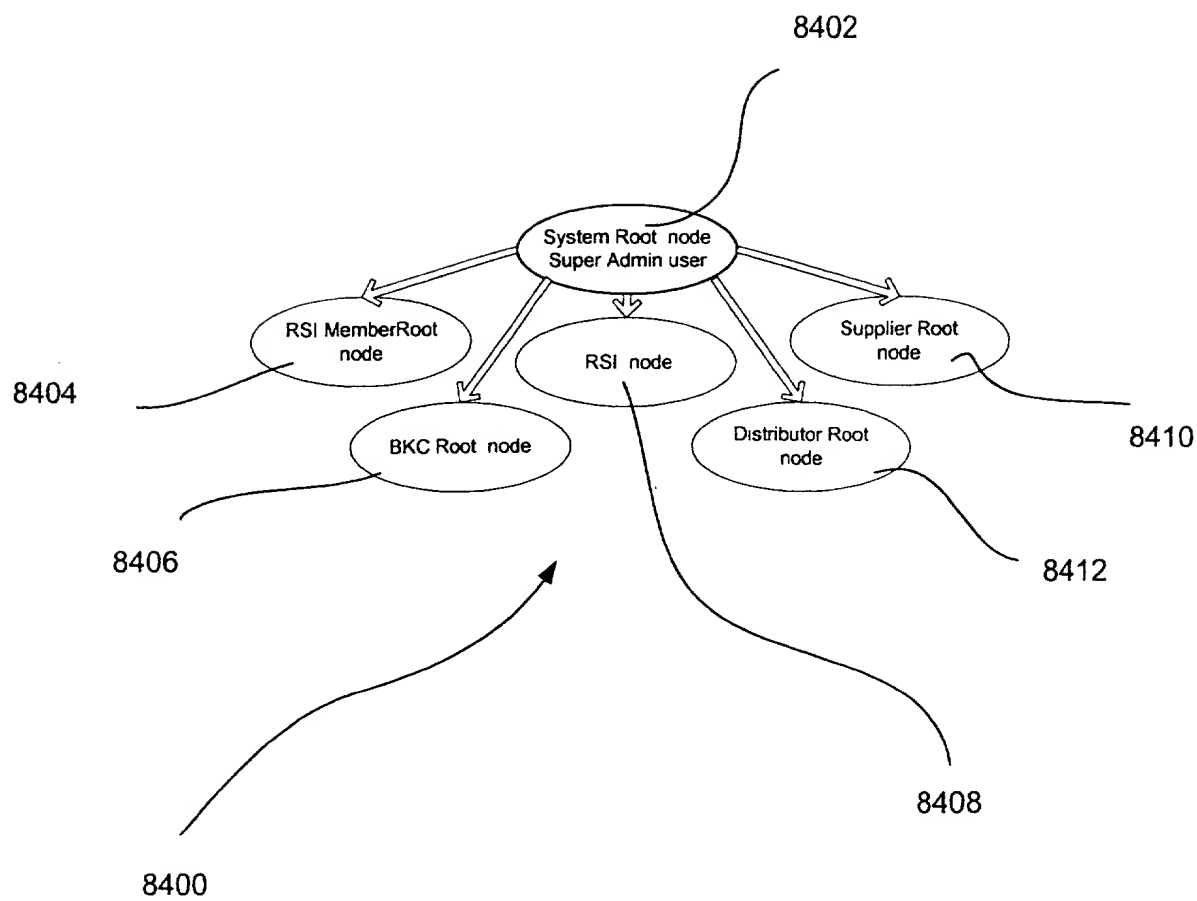


Fig. 84

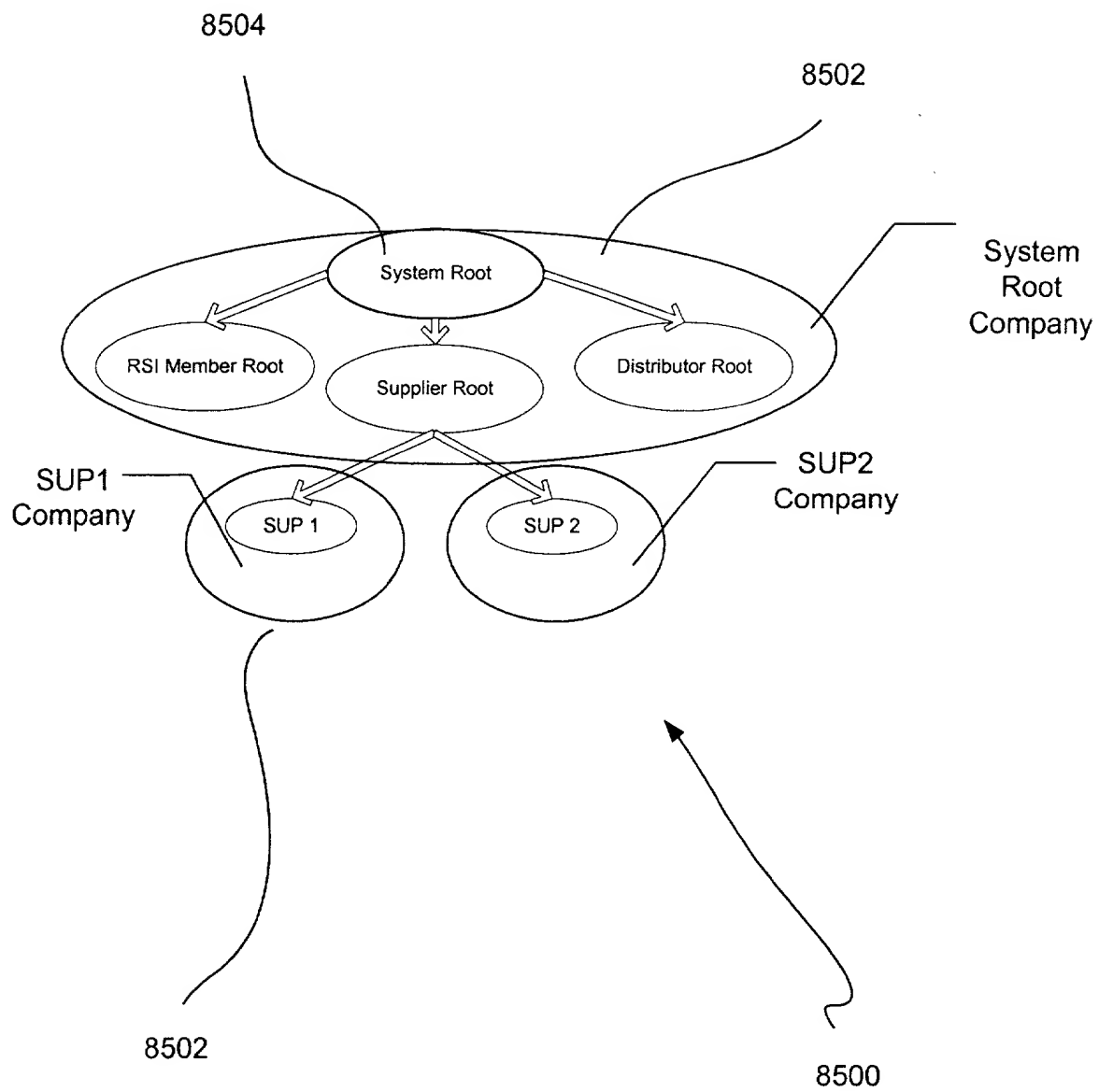


Fig. 85

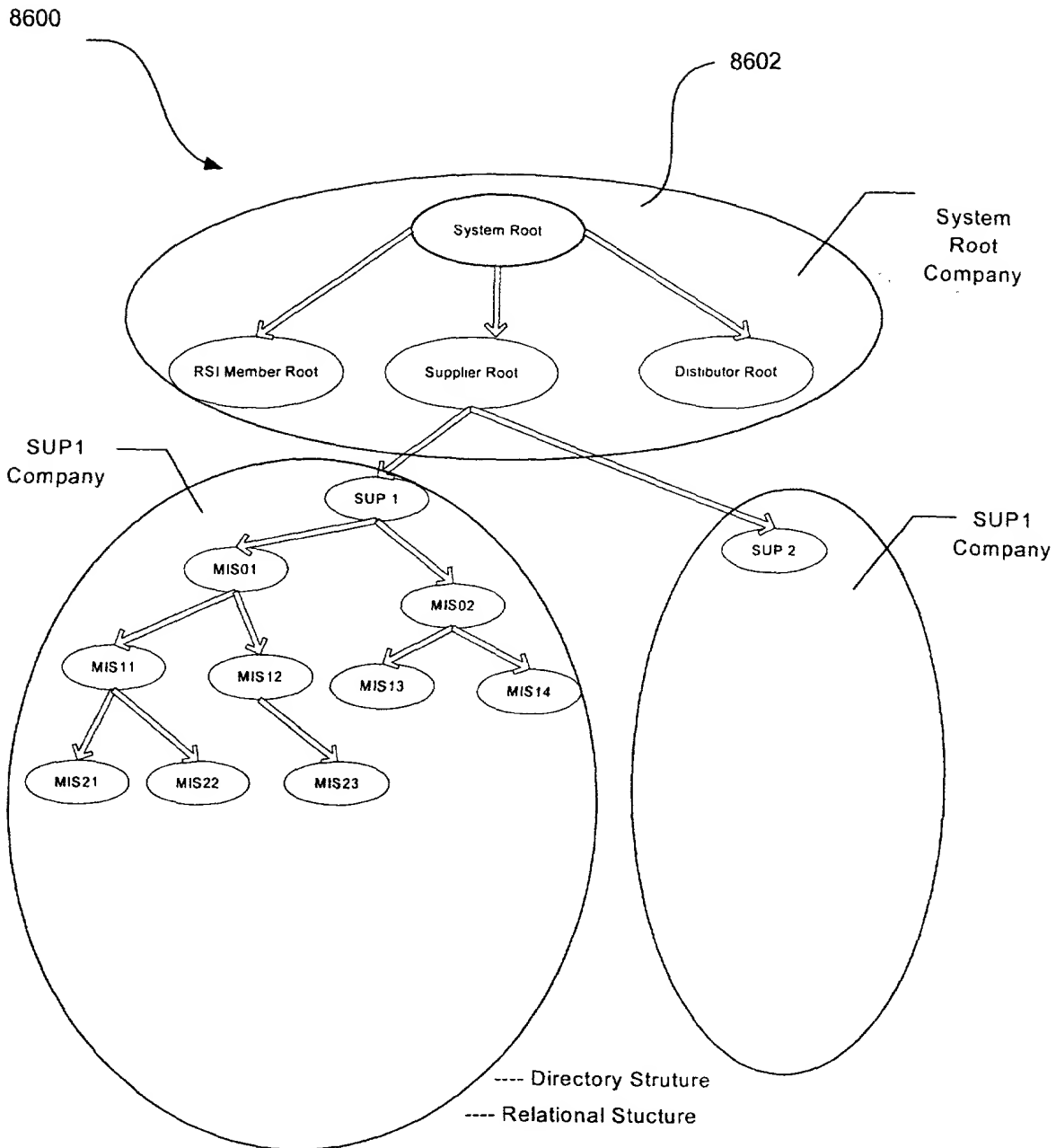


Fig. 86

8700

Group Hierarchy Management: Data Flow

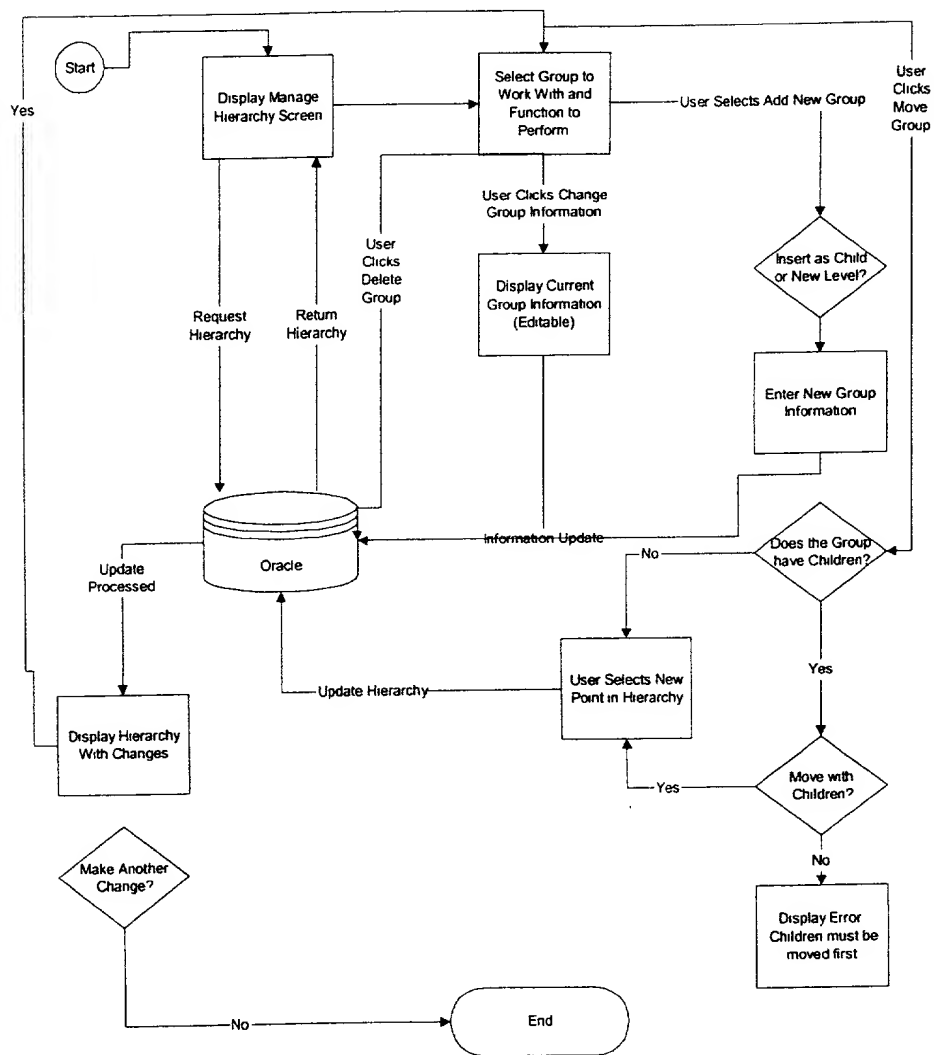


Fig. 87

09357.0501
T050/0" / 25T860

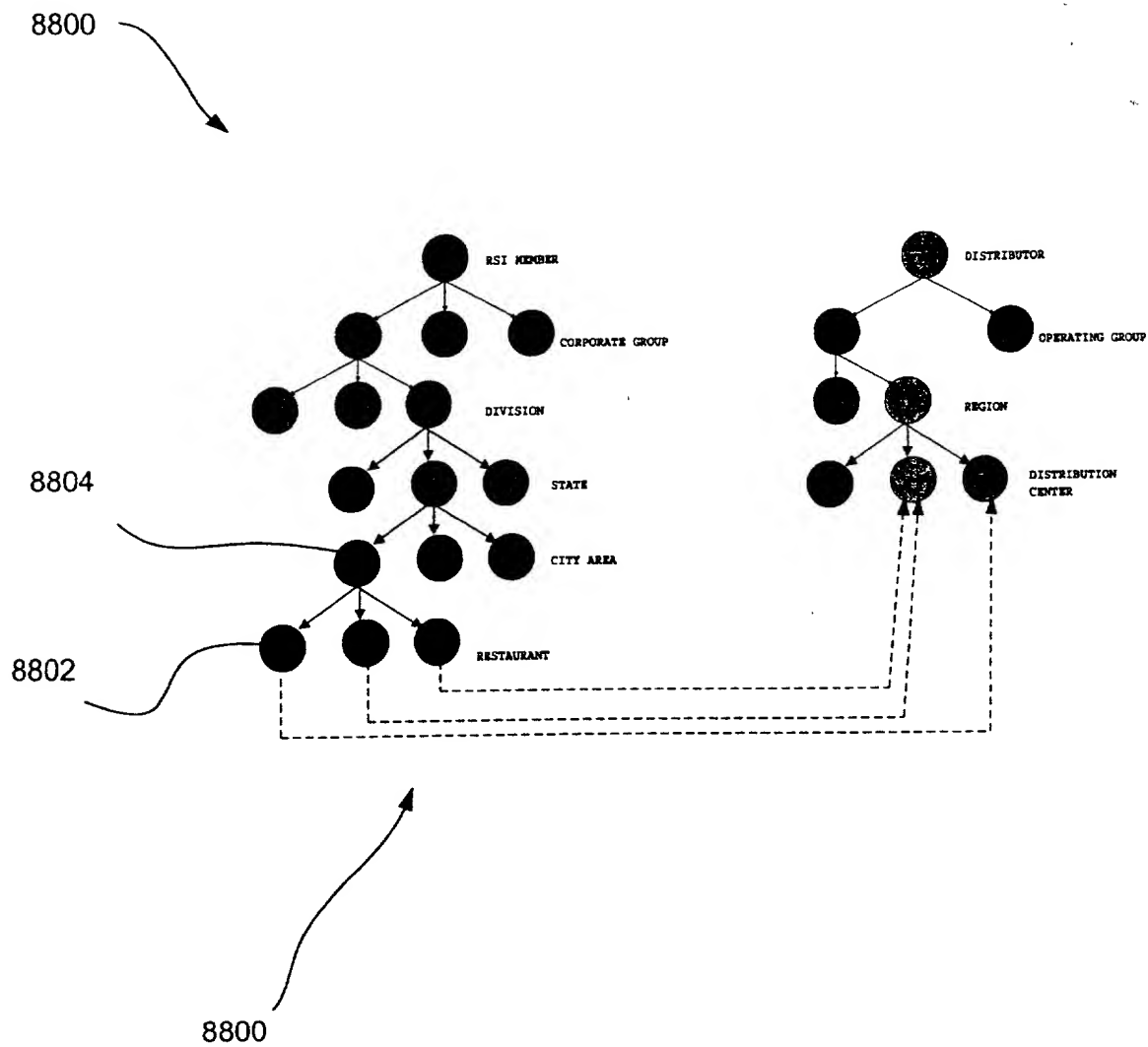


Fig. 88

8902

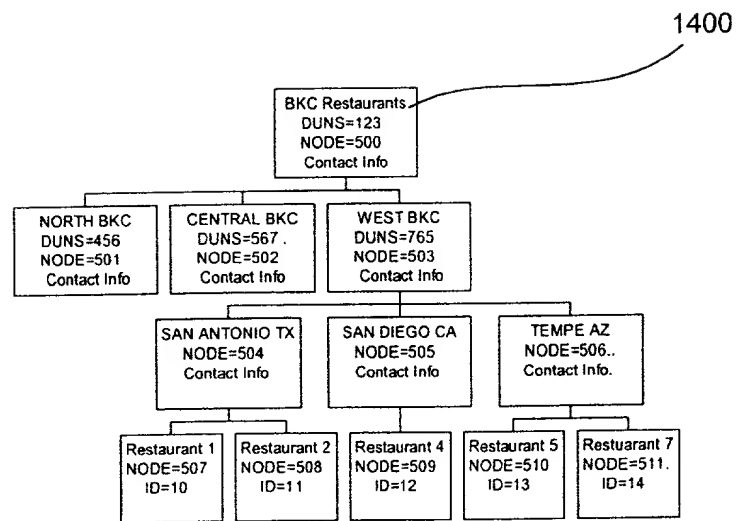



Fig. 89

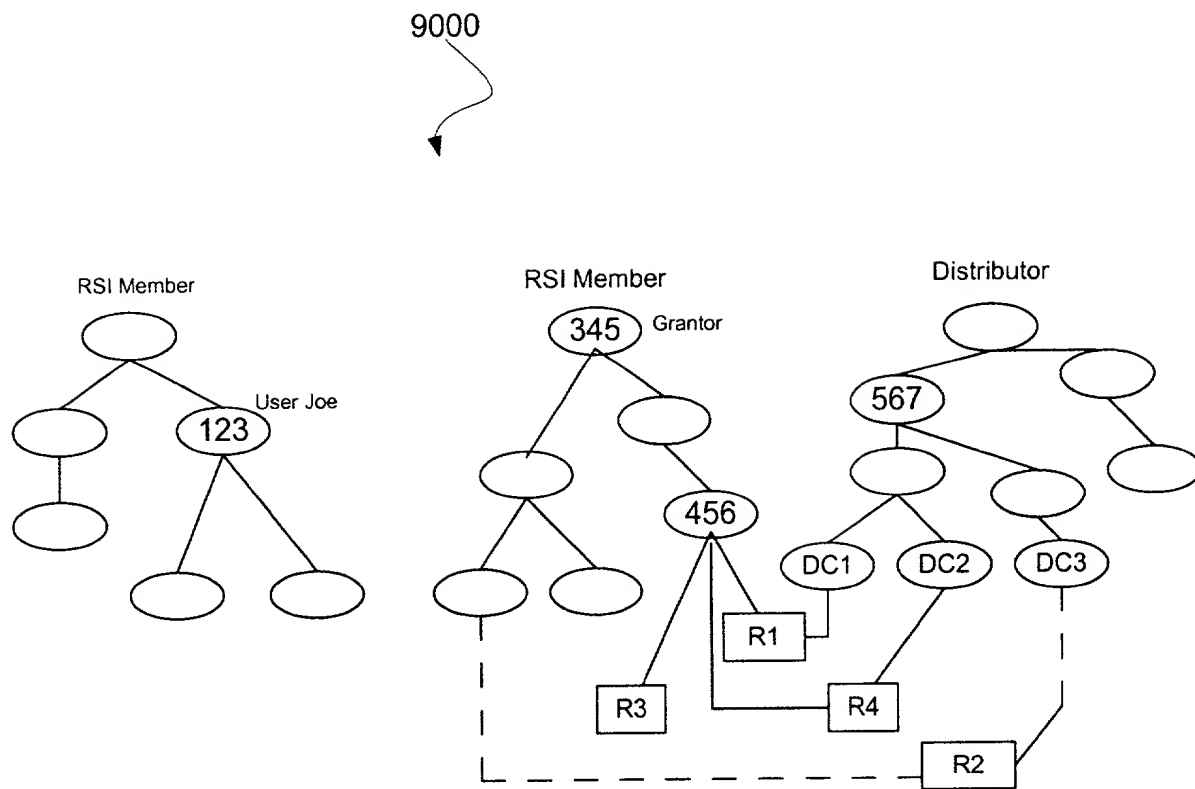


FIG. 90

9100

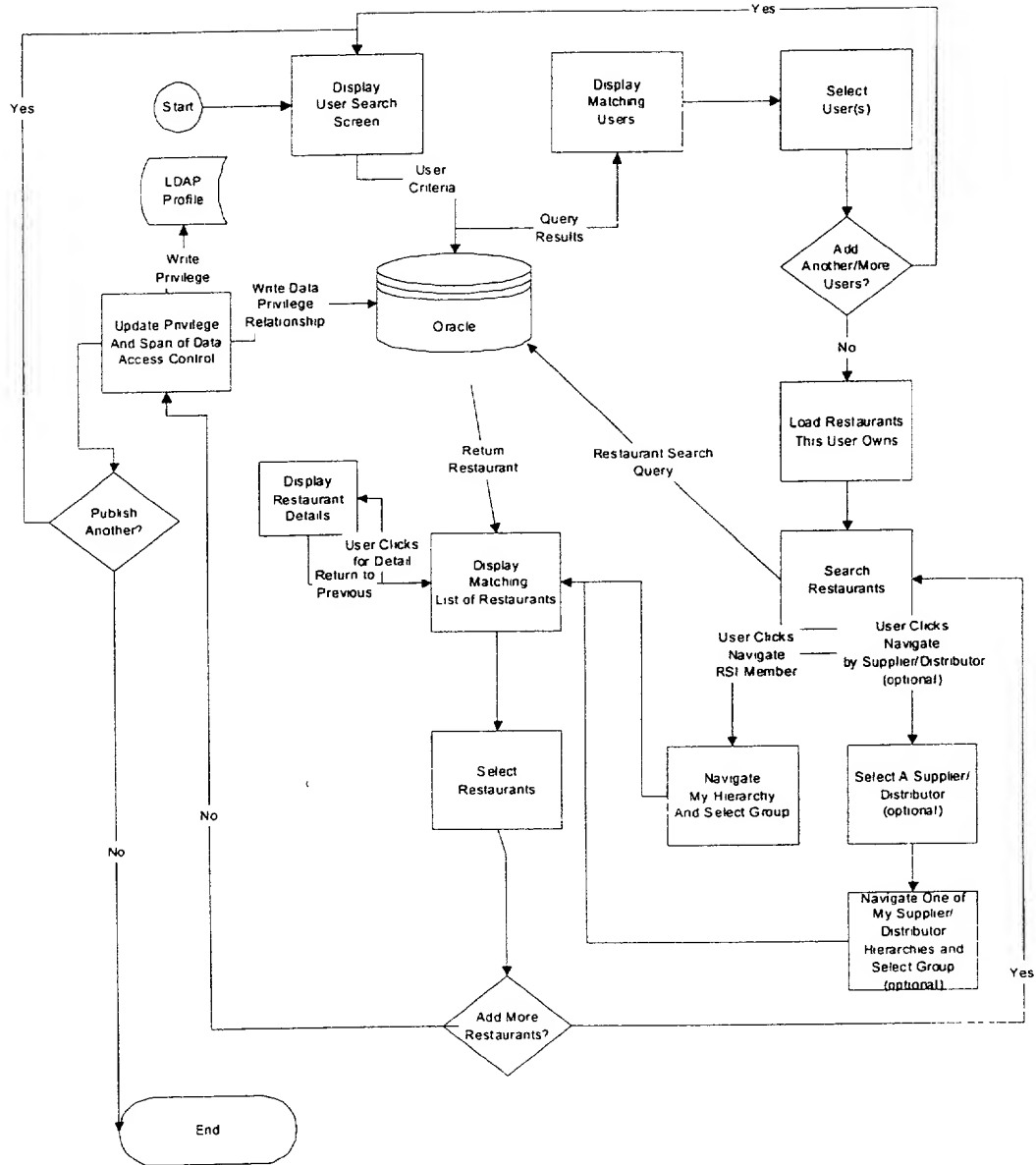


Fig. 91

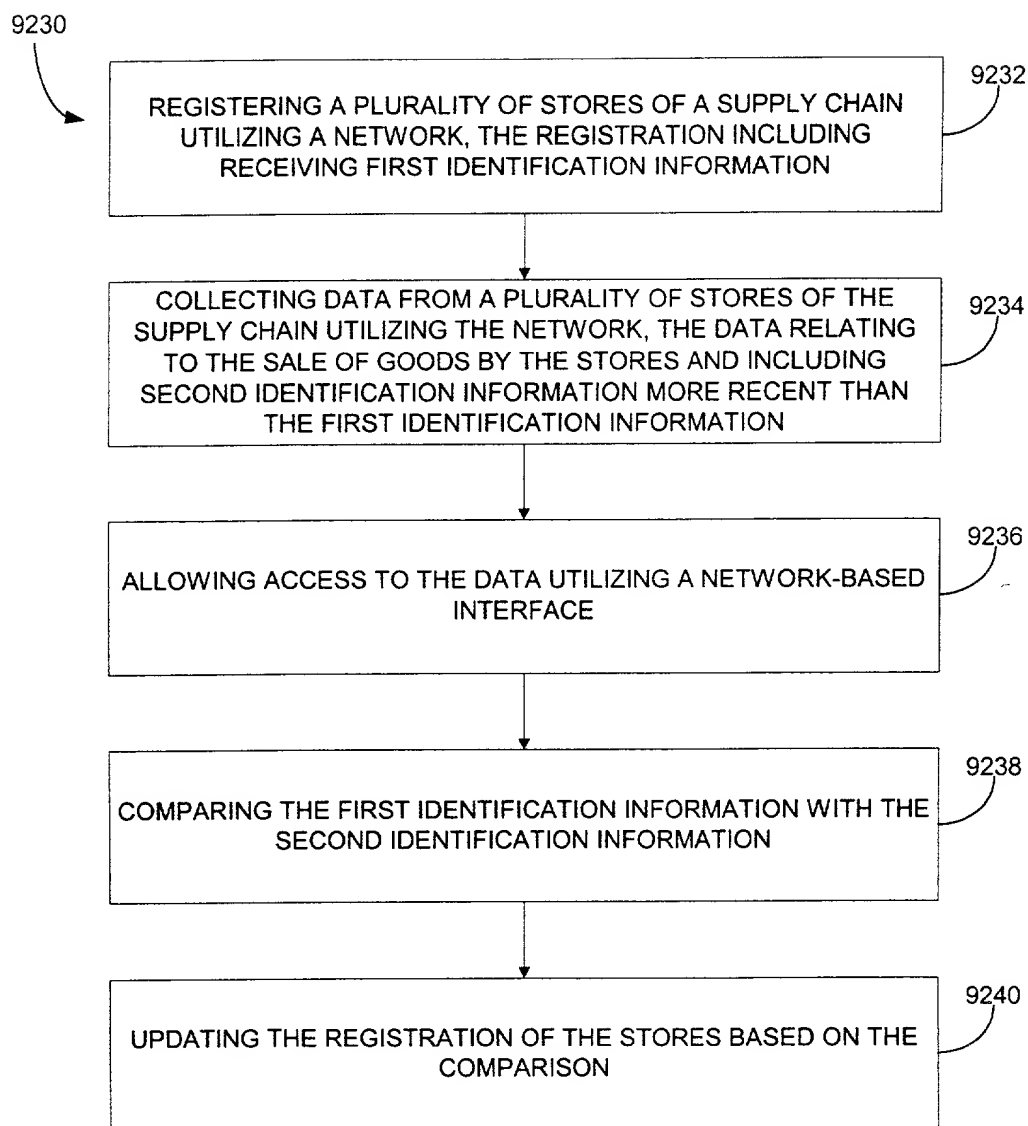


FIG. 92

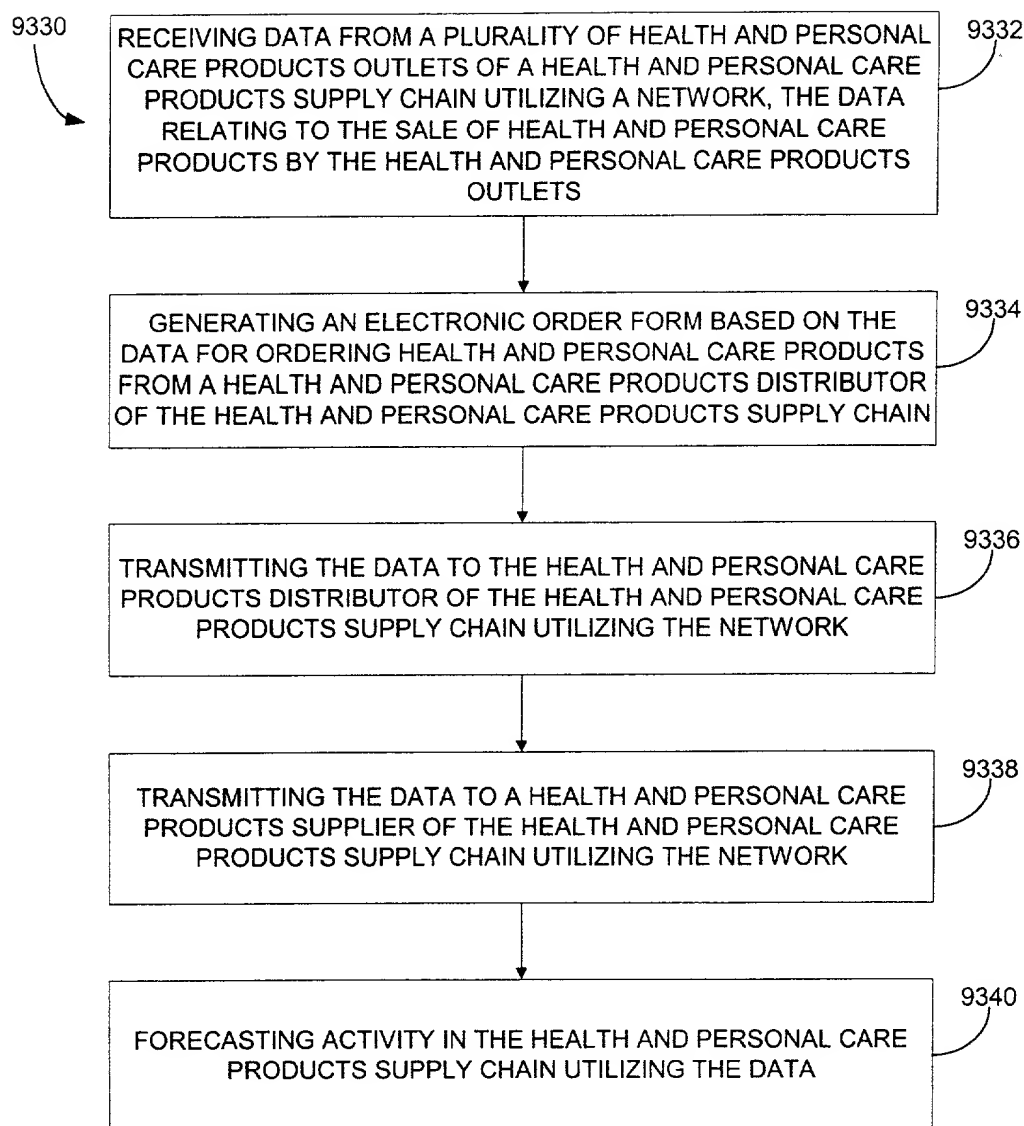


FIG. 93

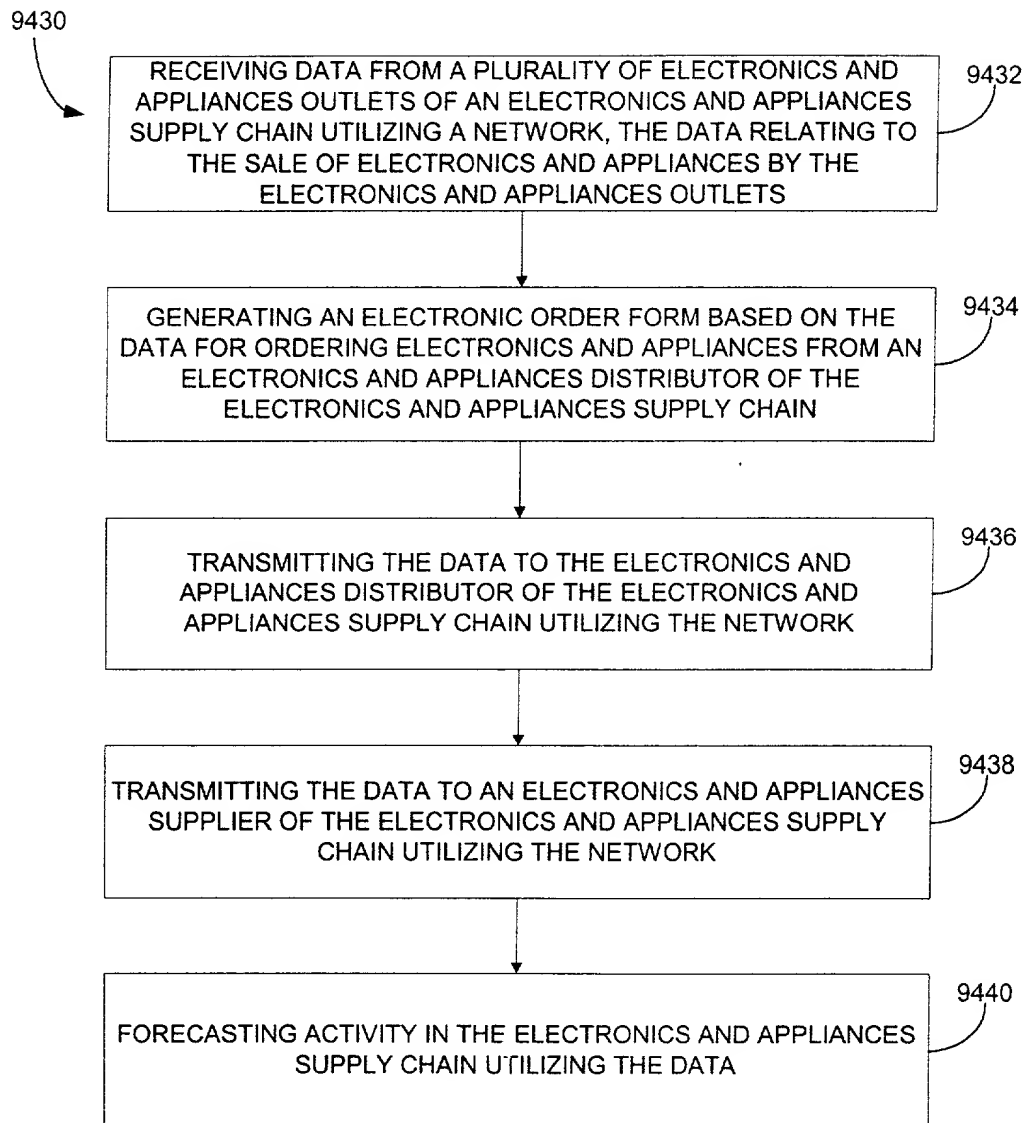


FIG. 94

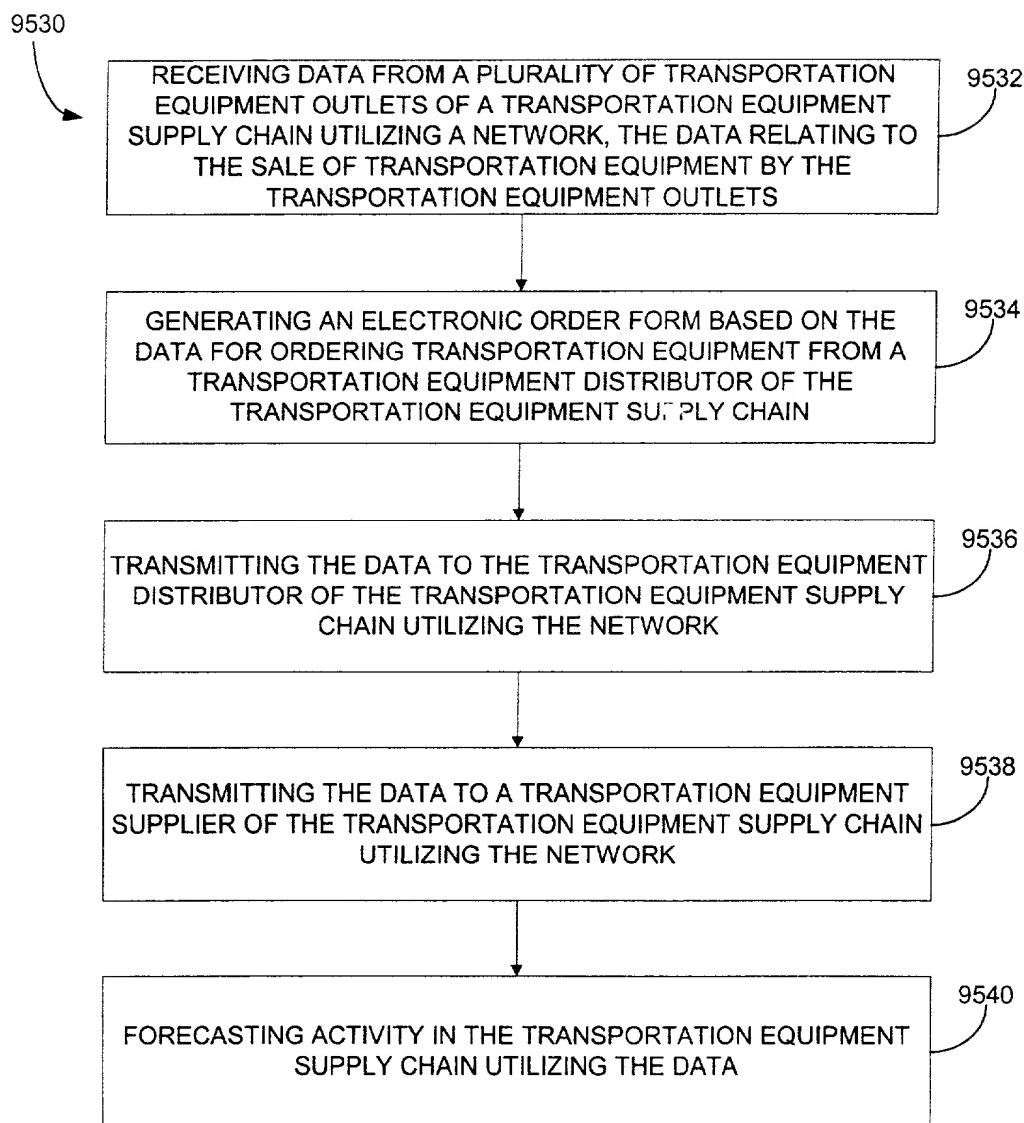


FIG. 95

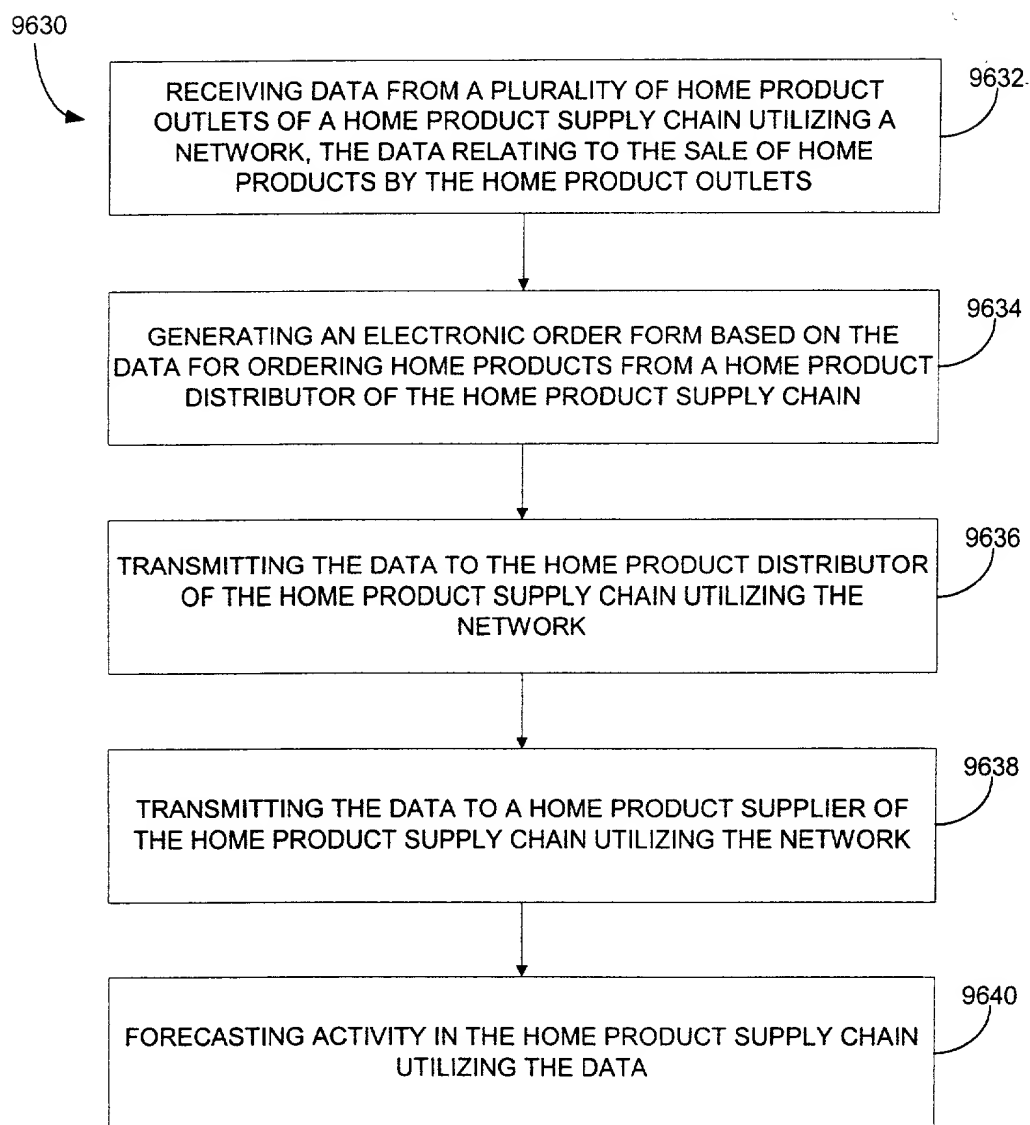


FIG. 96

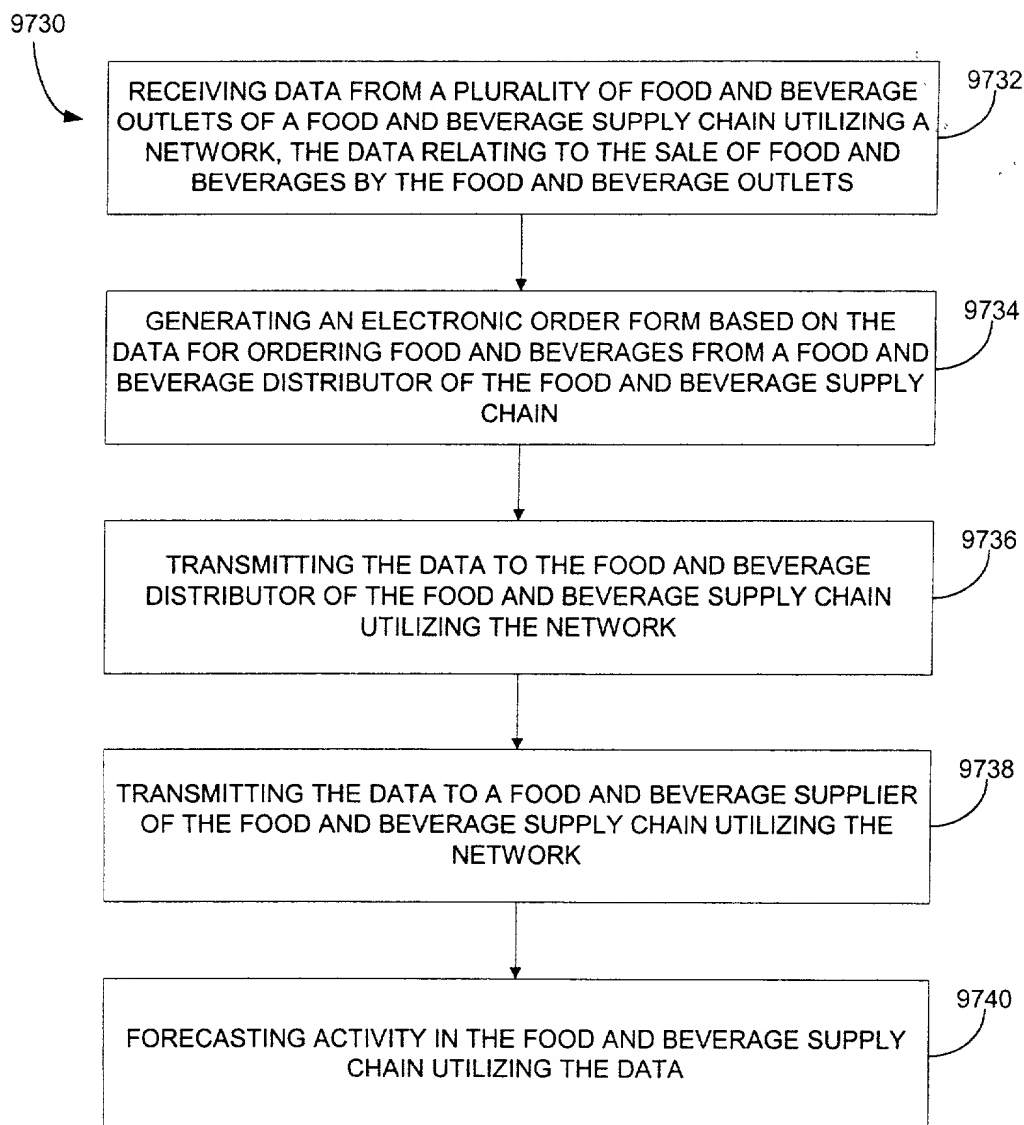


FIG. 97

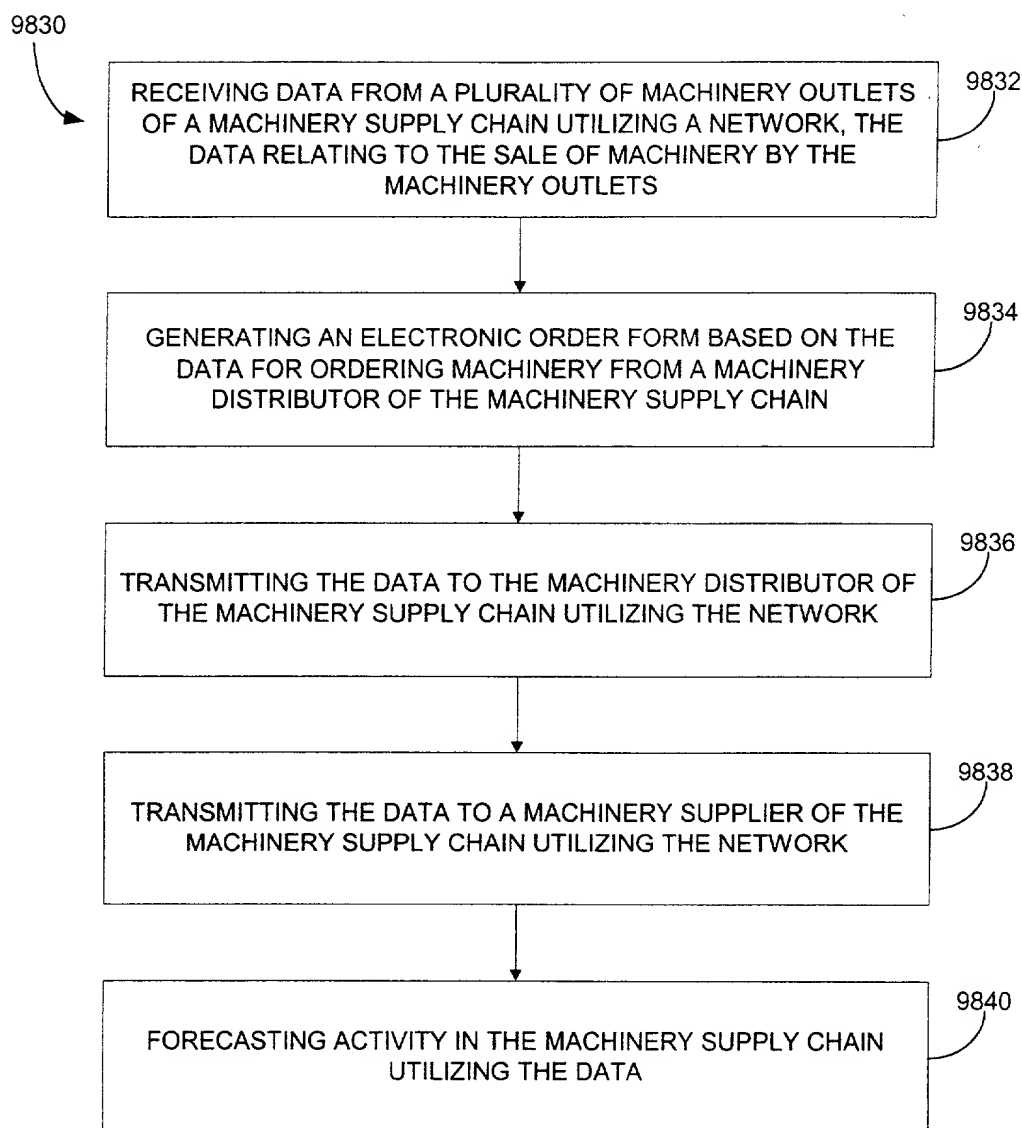


FIG. 98

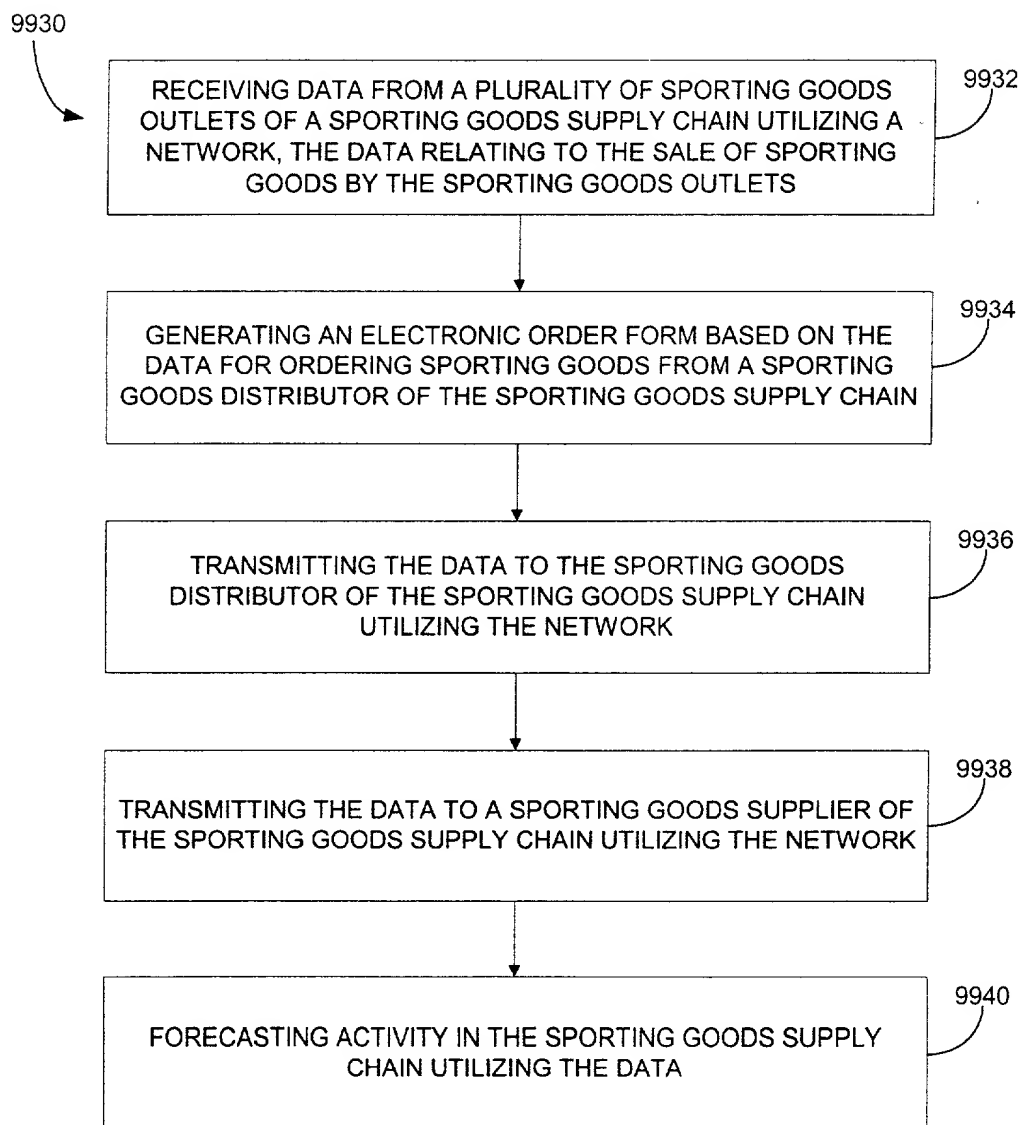


FIG. 99

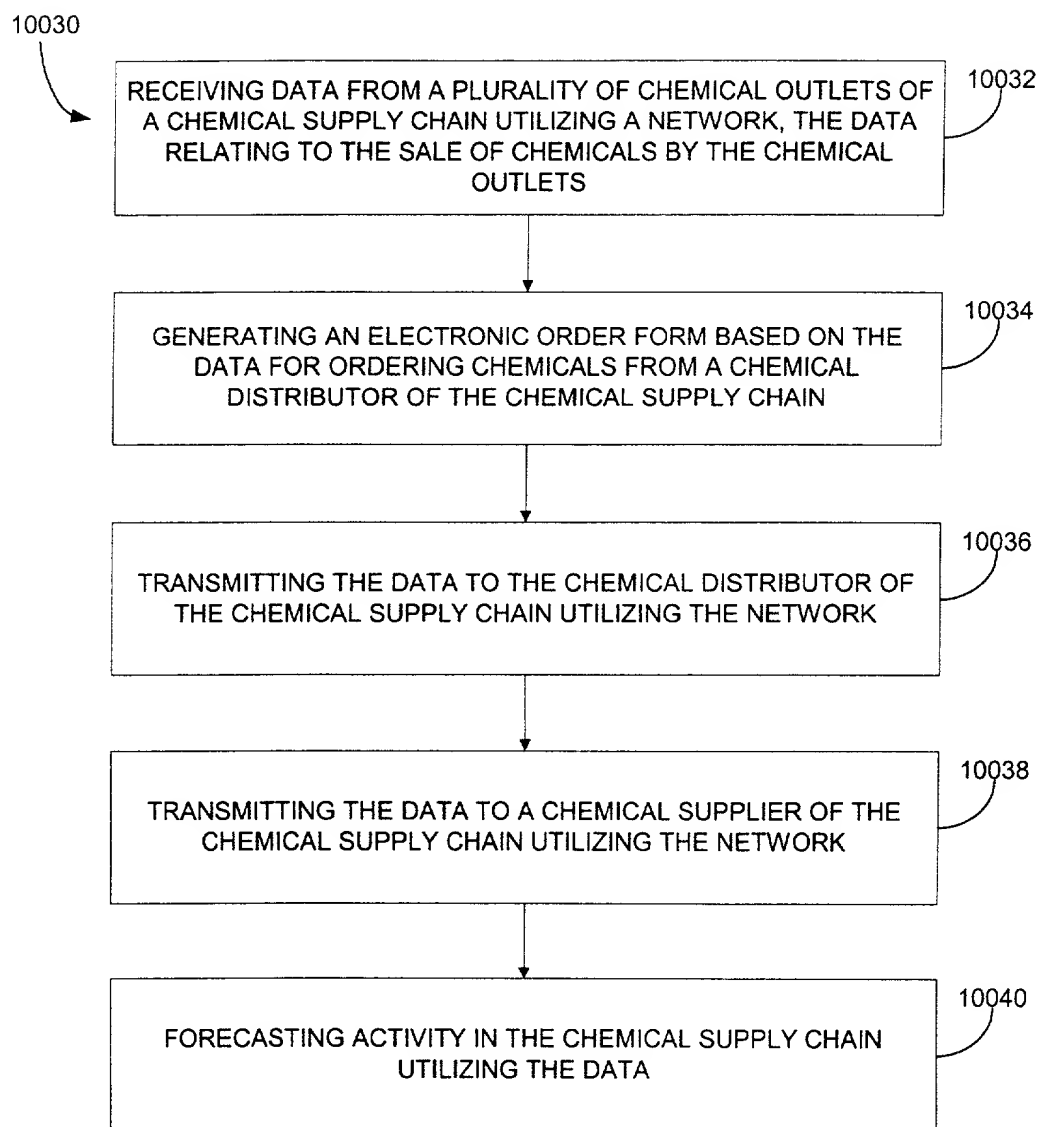


FIG. 100

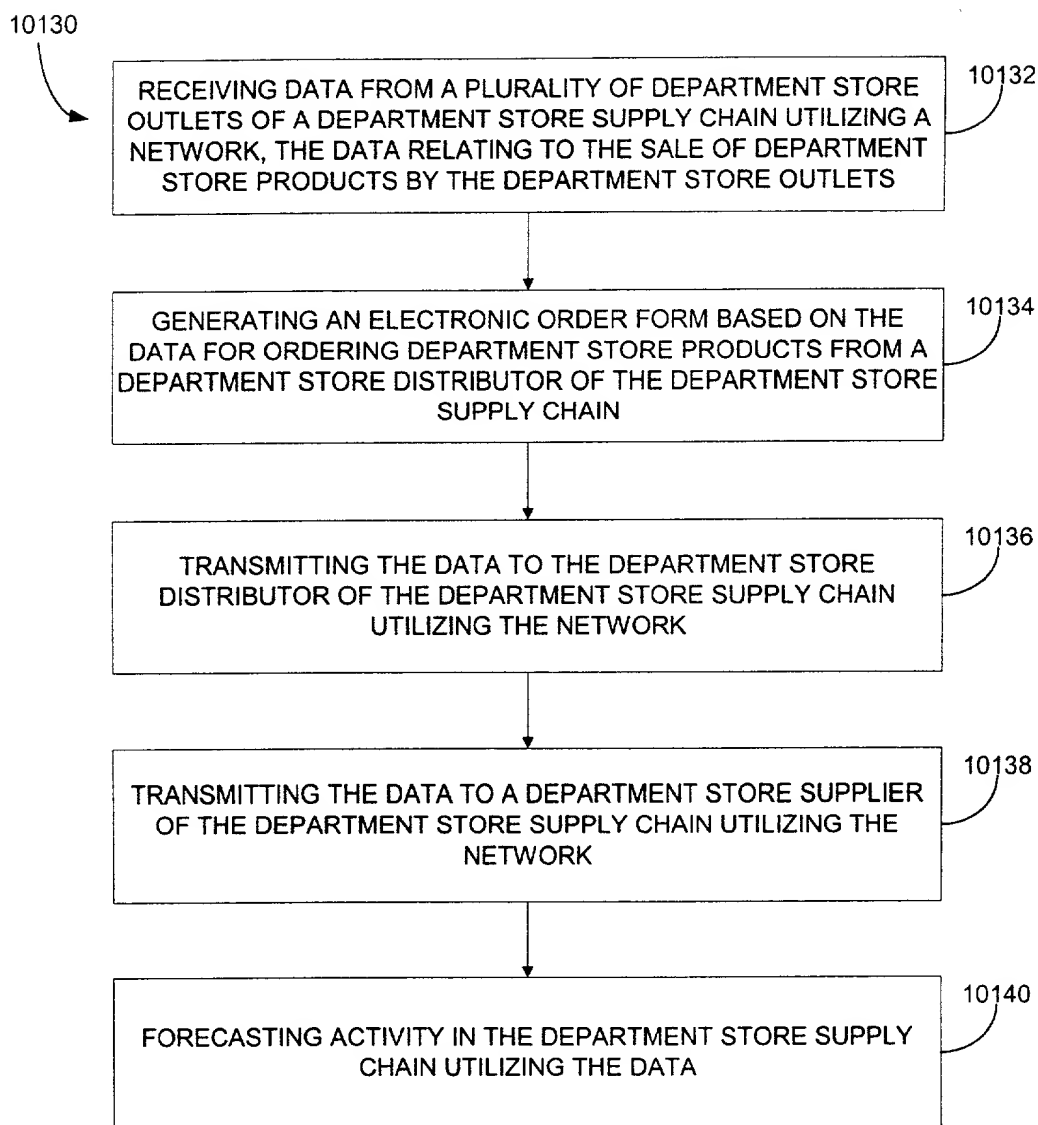


FIG. 101

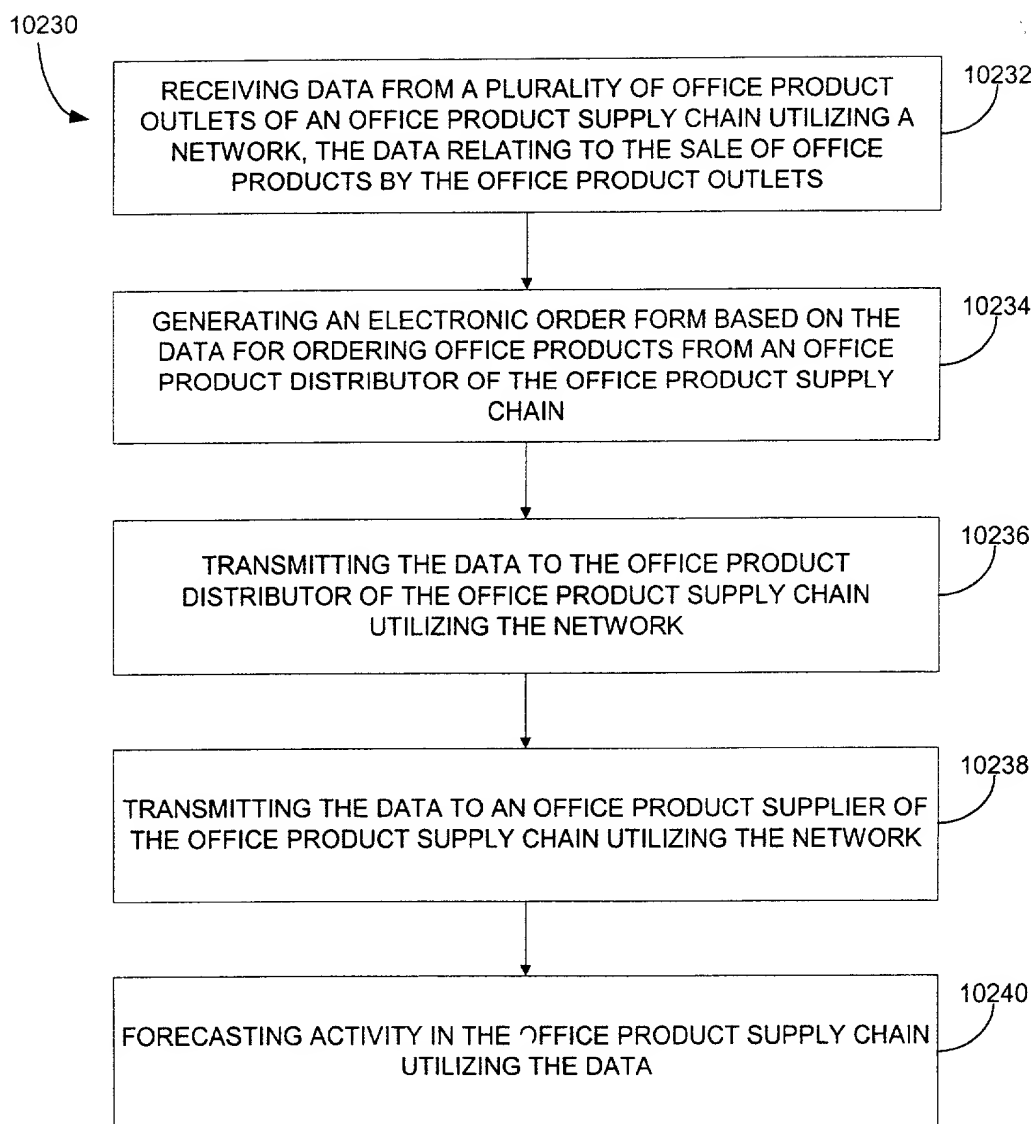


FIG. 102A

10260

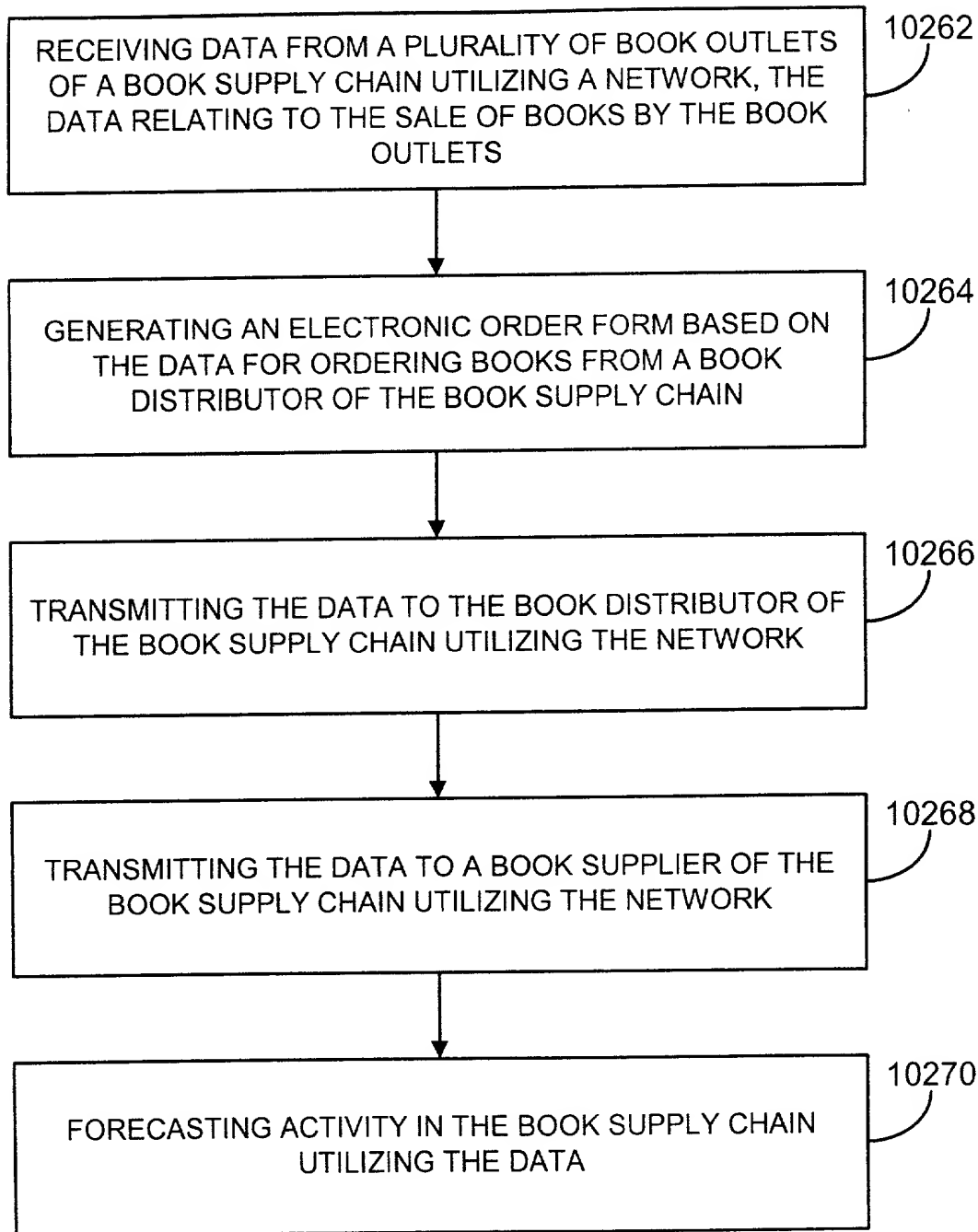


FIG. 102B

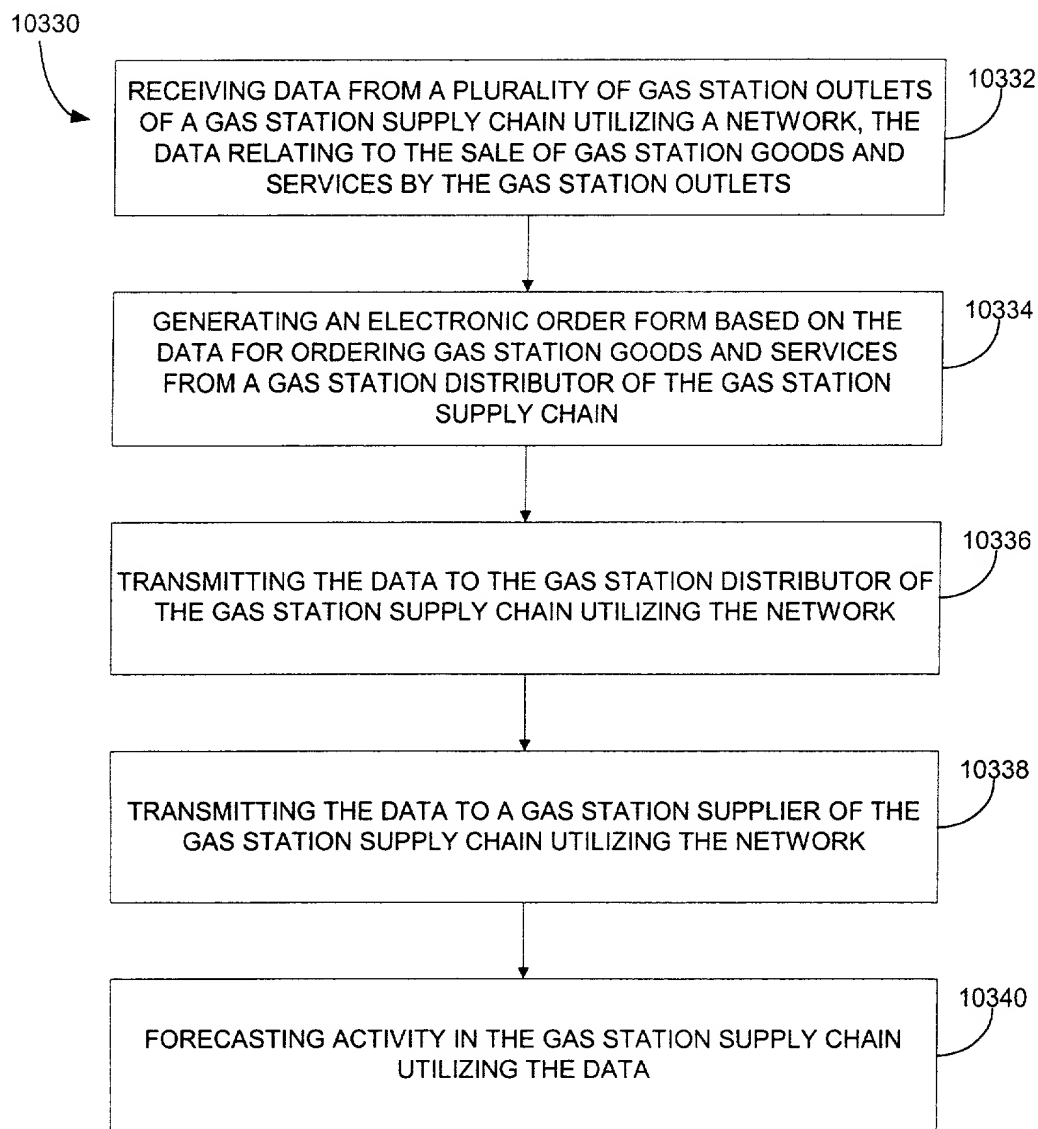


FIG. 103

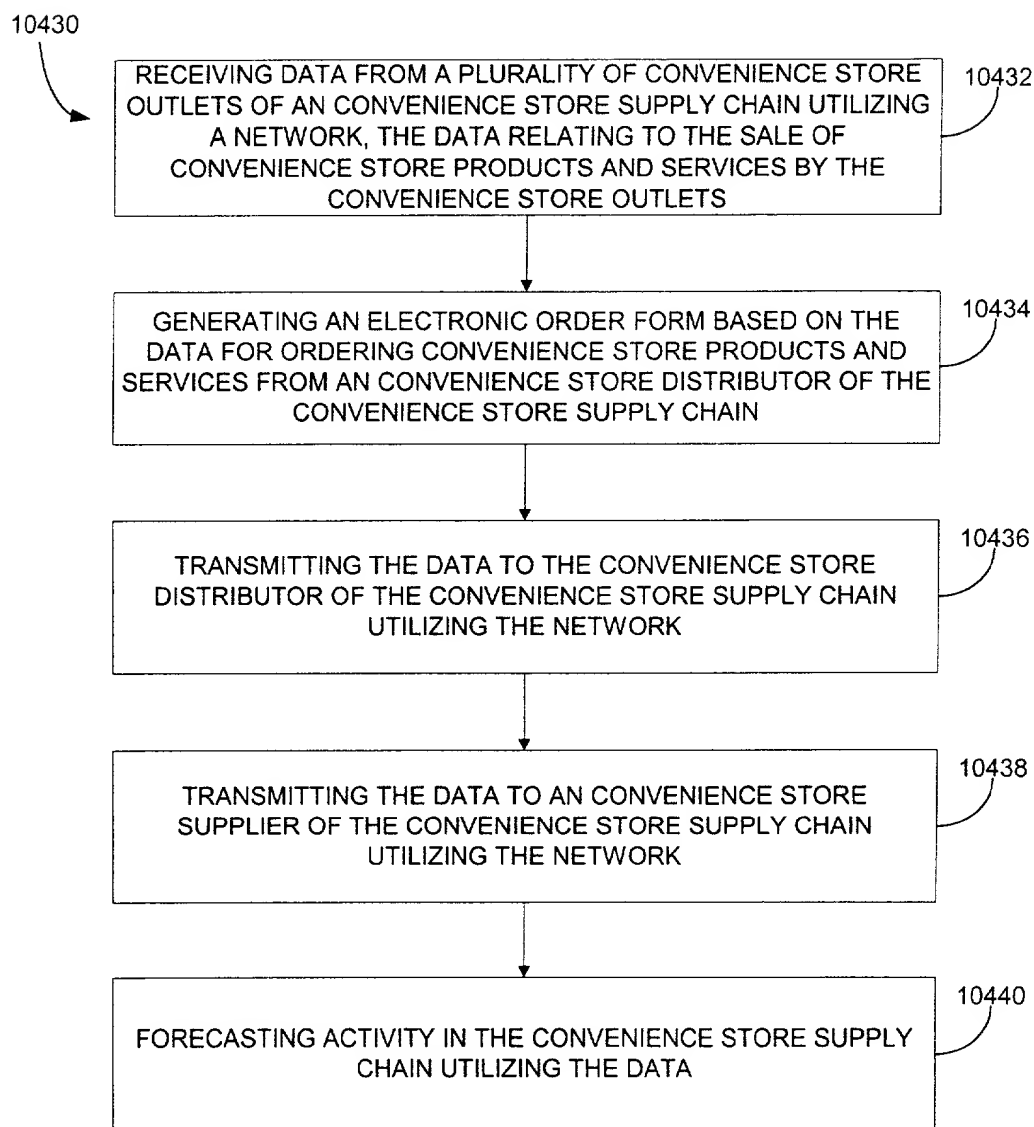


FIG. 104A

10460

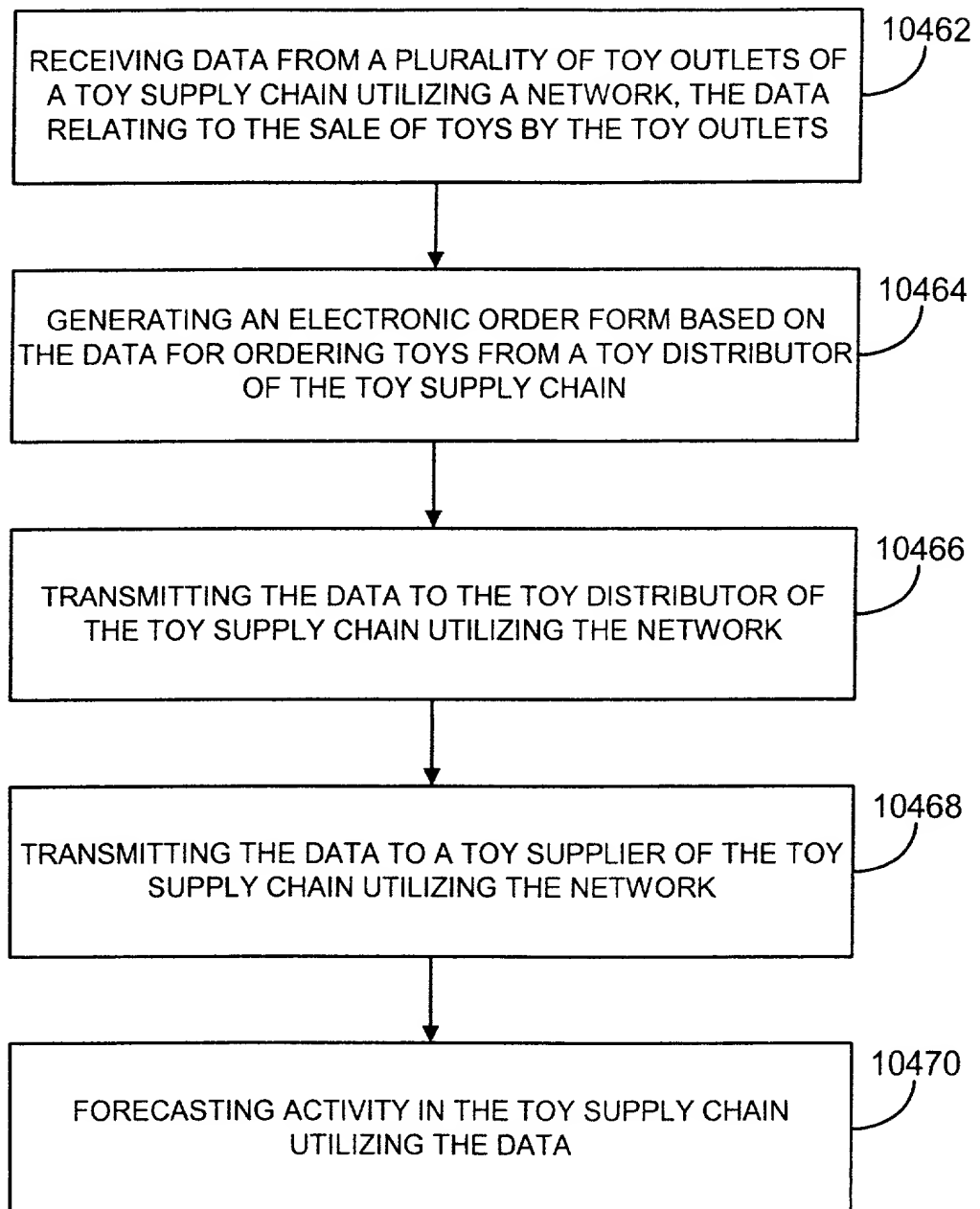


FIG. 104B

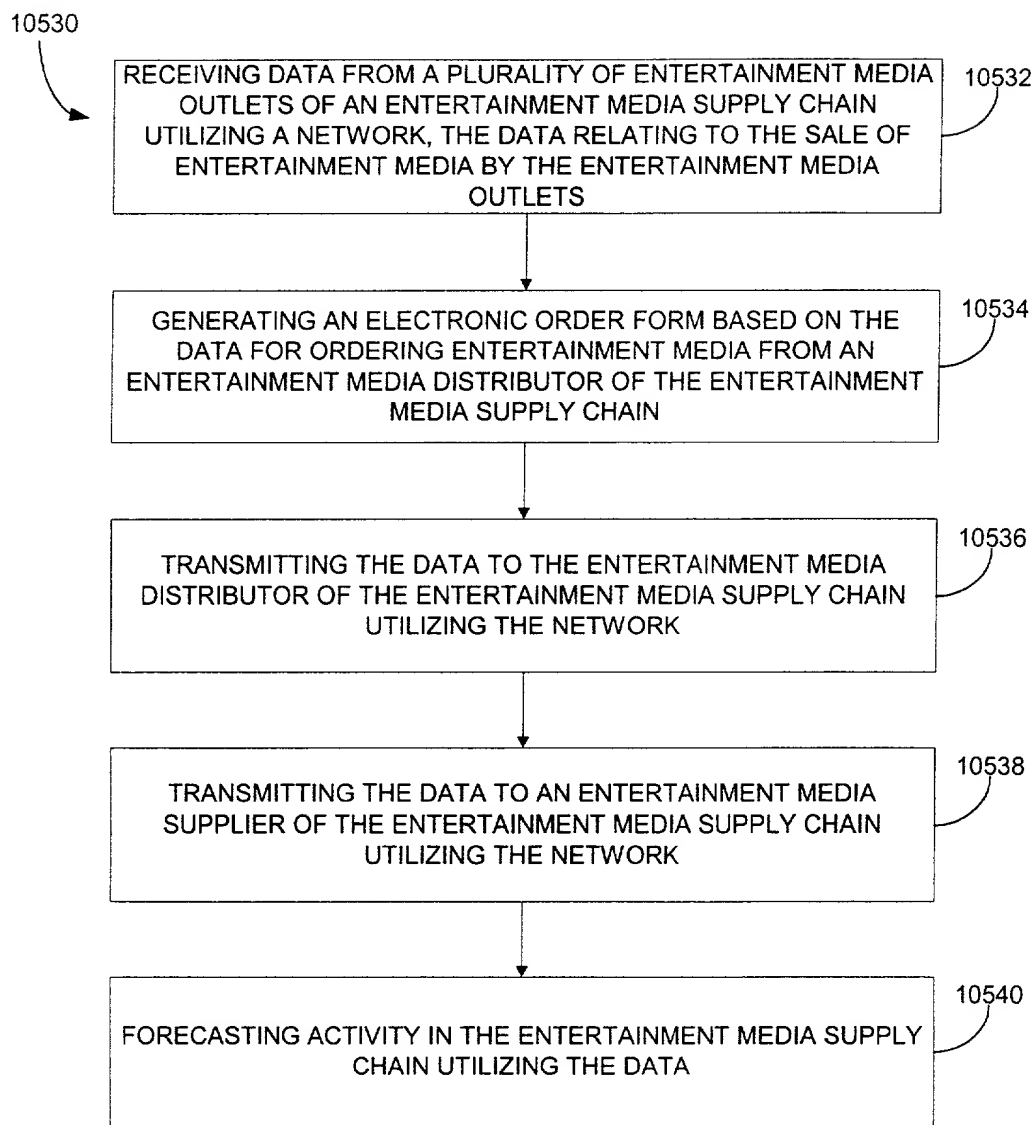


FIG. 105

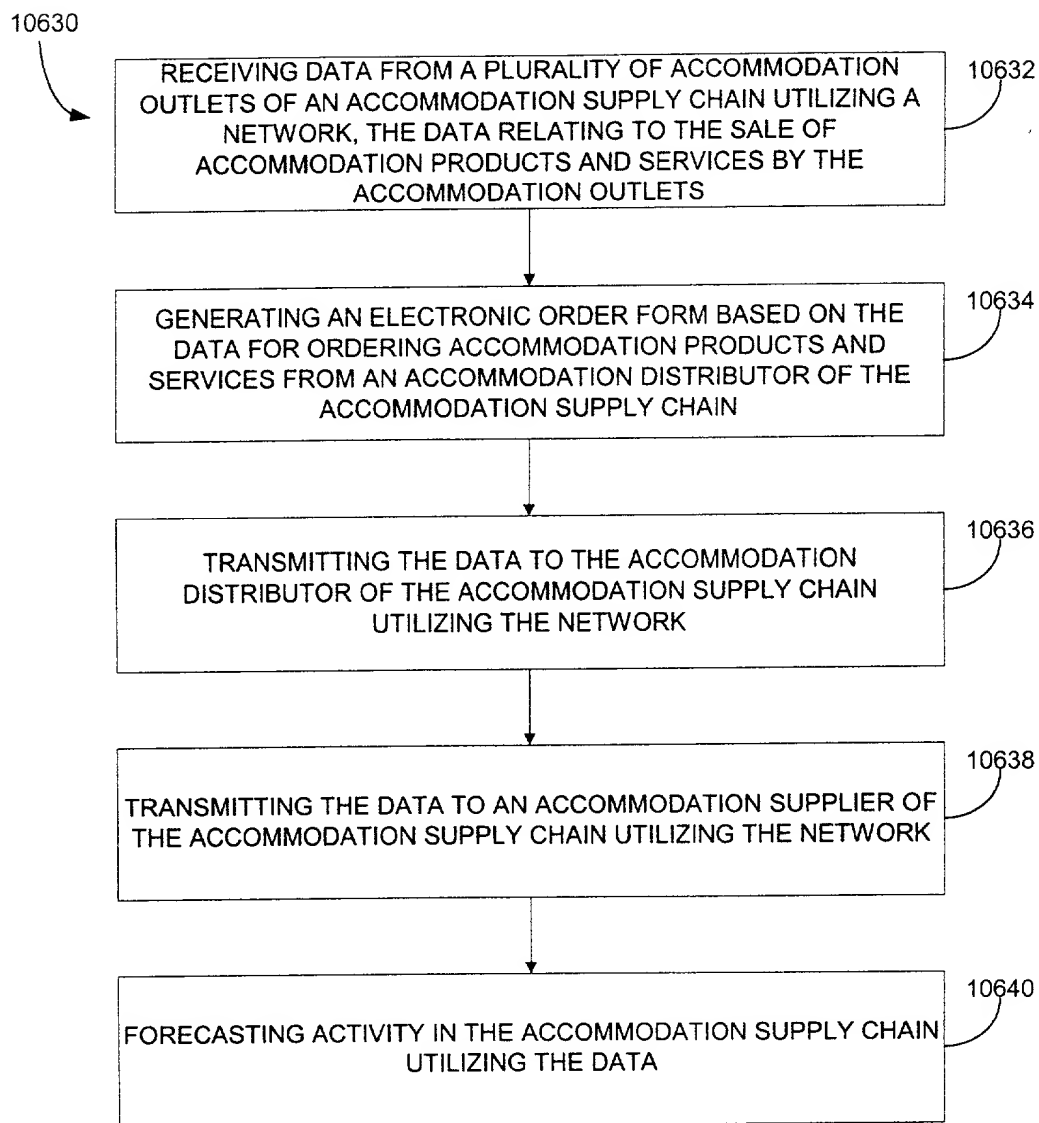


FIG. 106

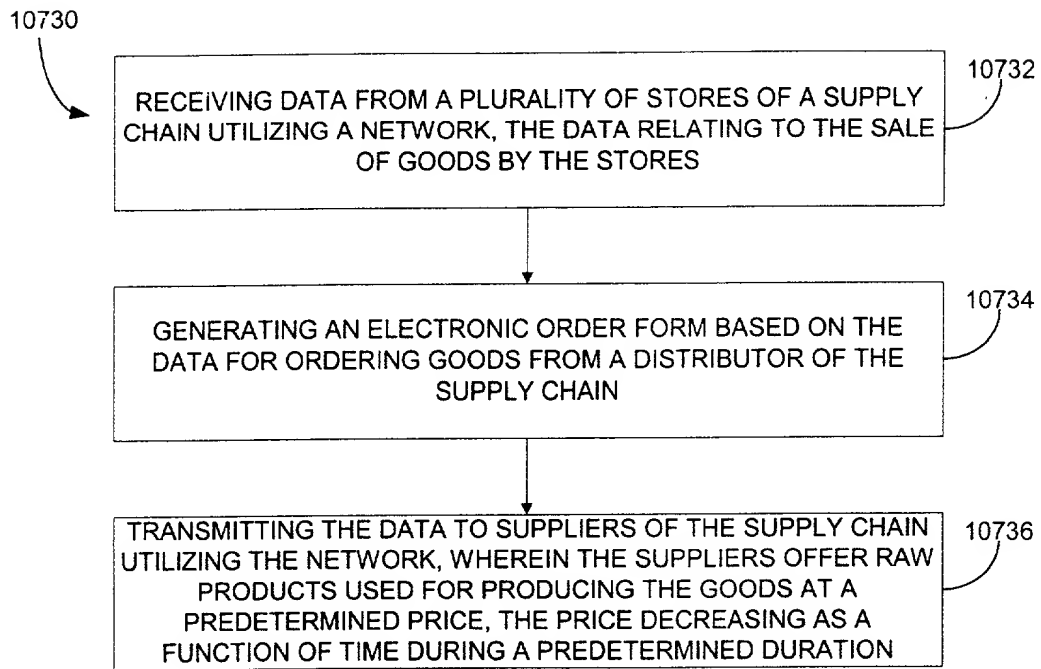


FIG. 107

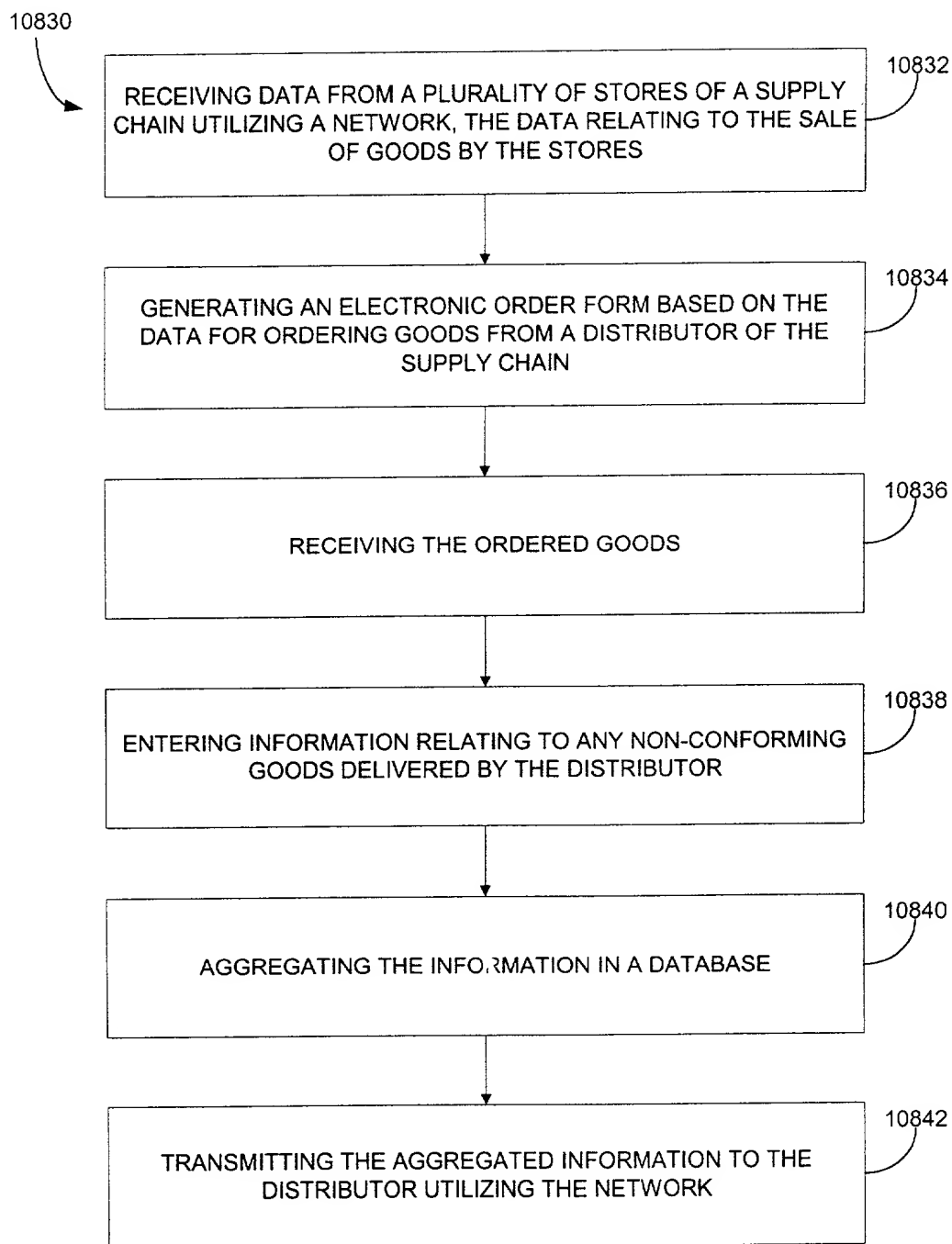


FIG. 108

10900

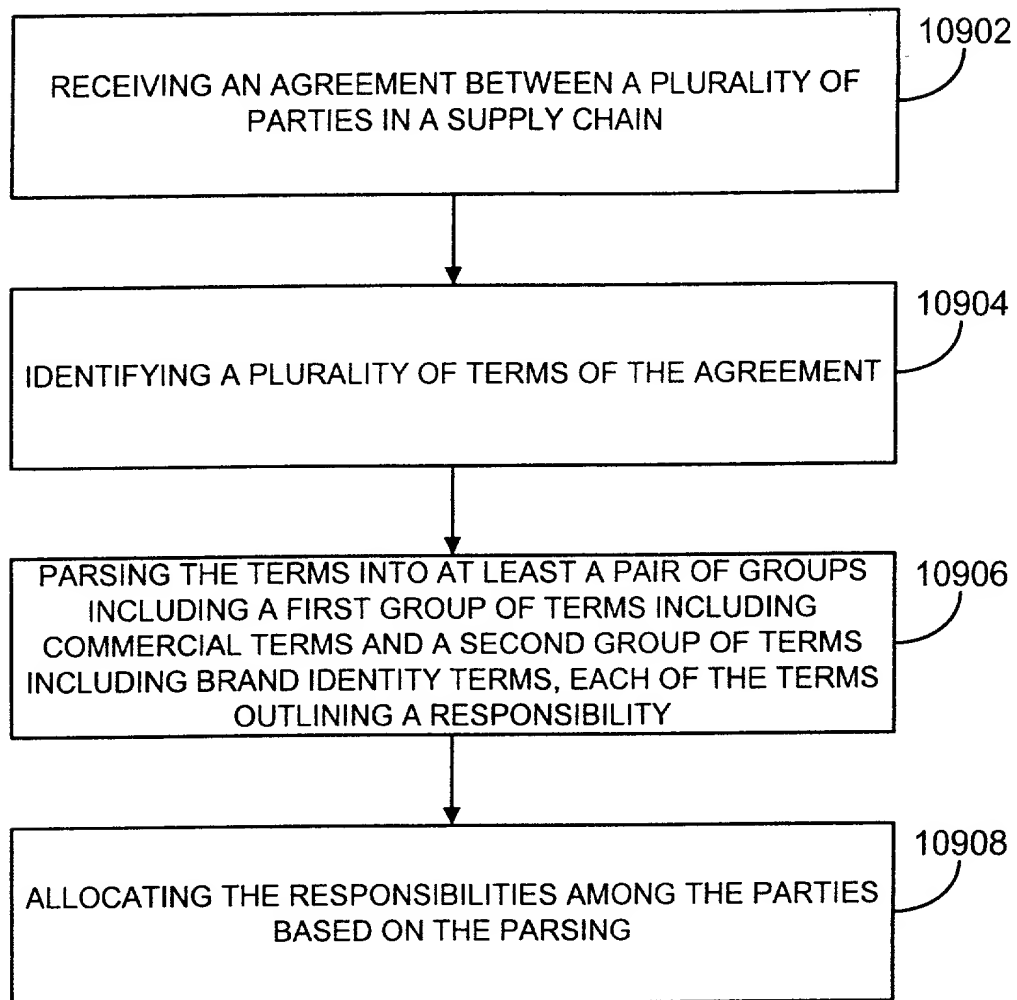


FIG. 109

11000

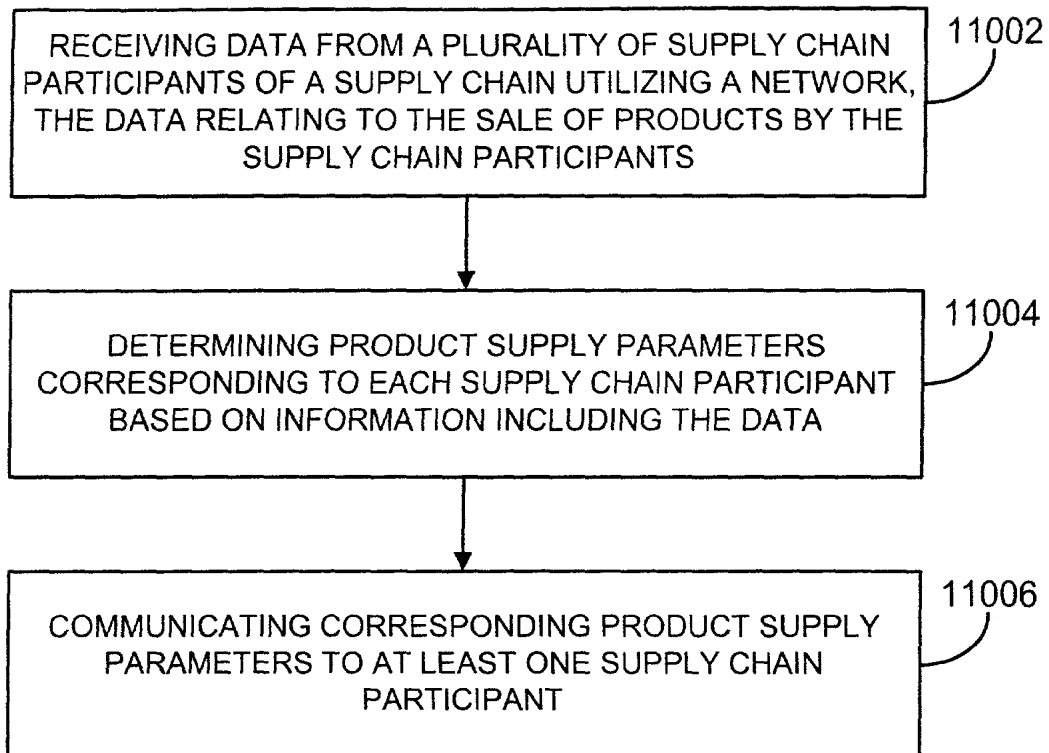


FIG. 110

11100

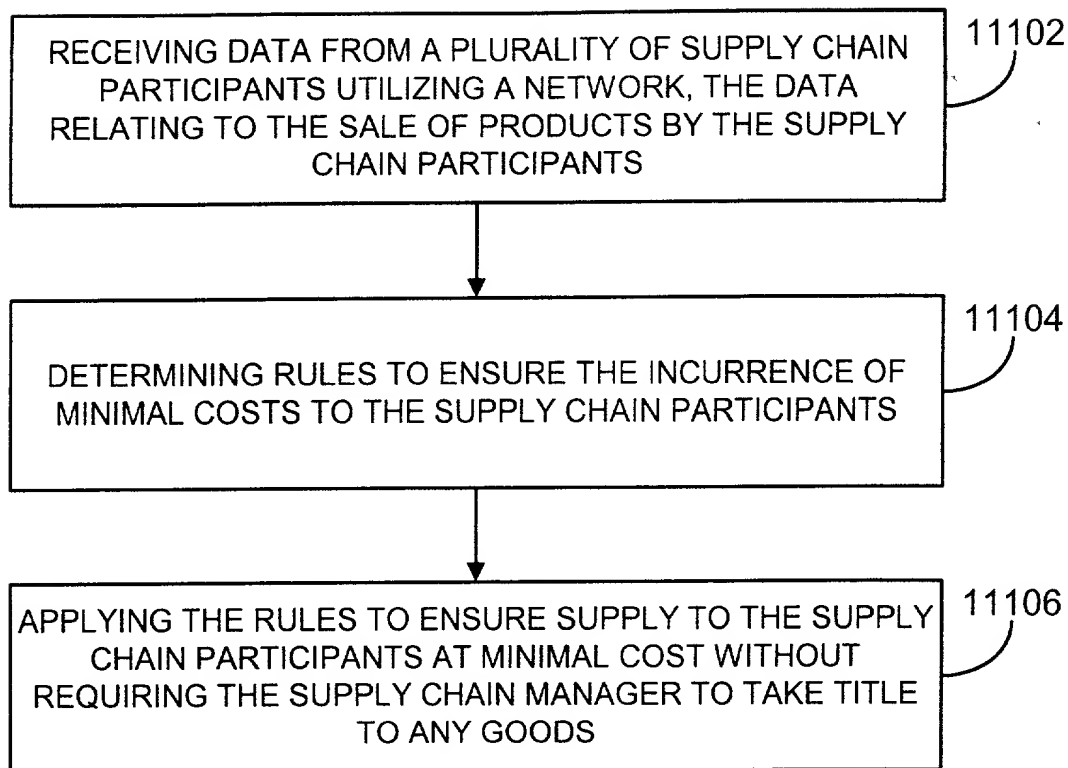


FIG. 111

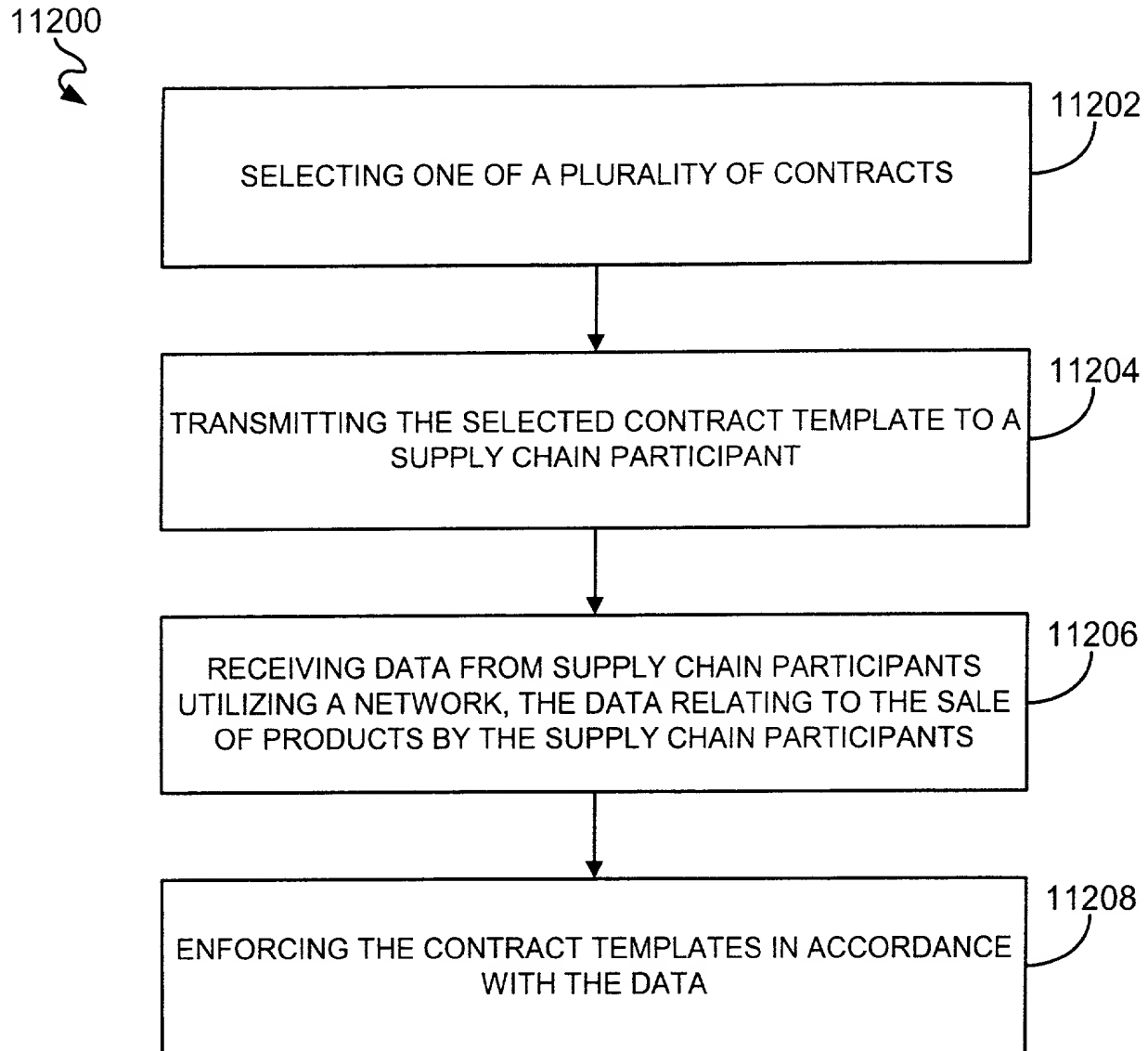


FIG. 112

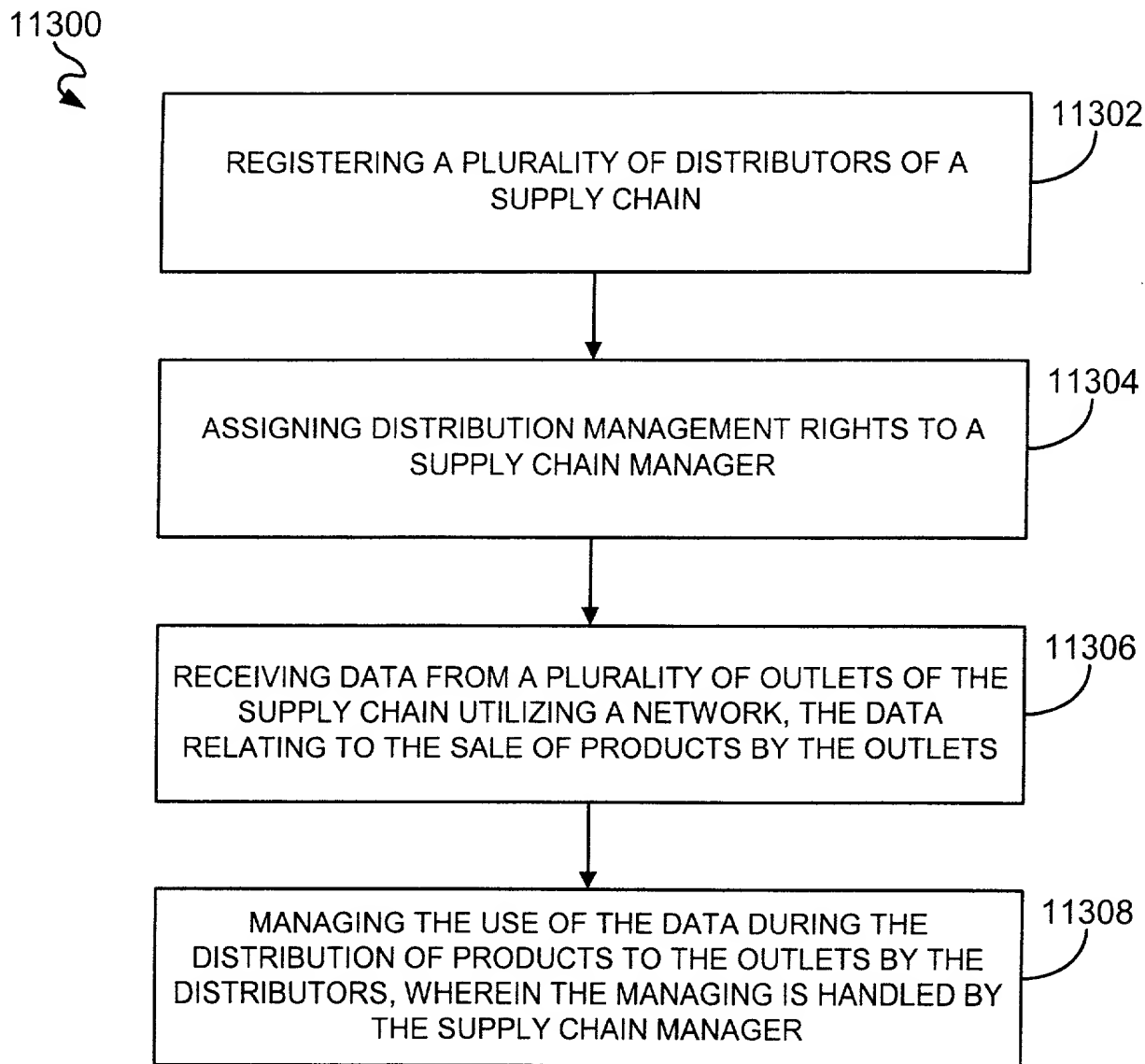


FIG. 113

11400

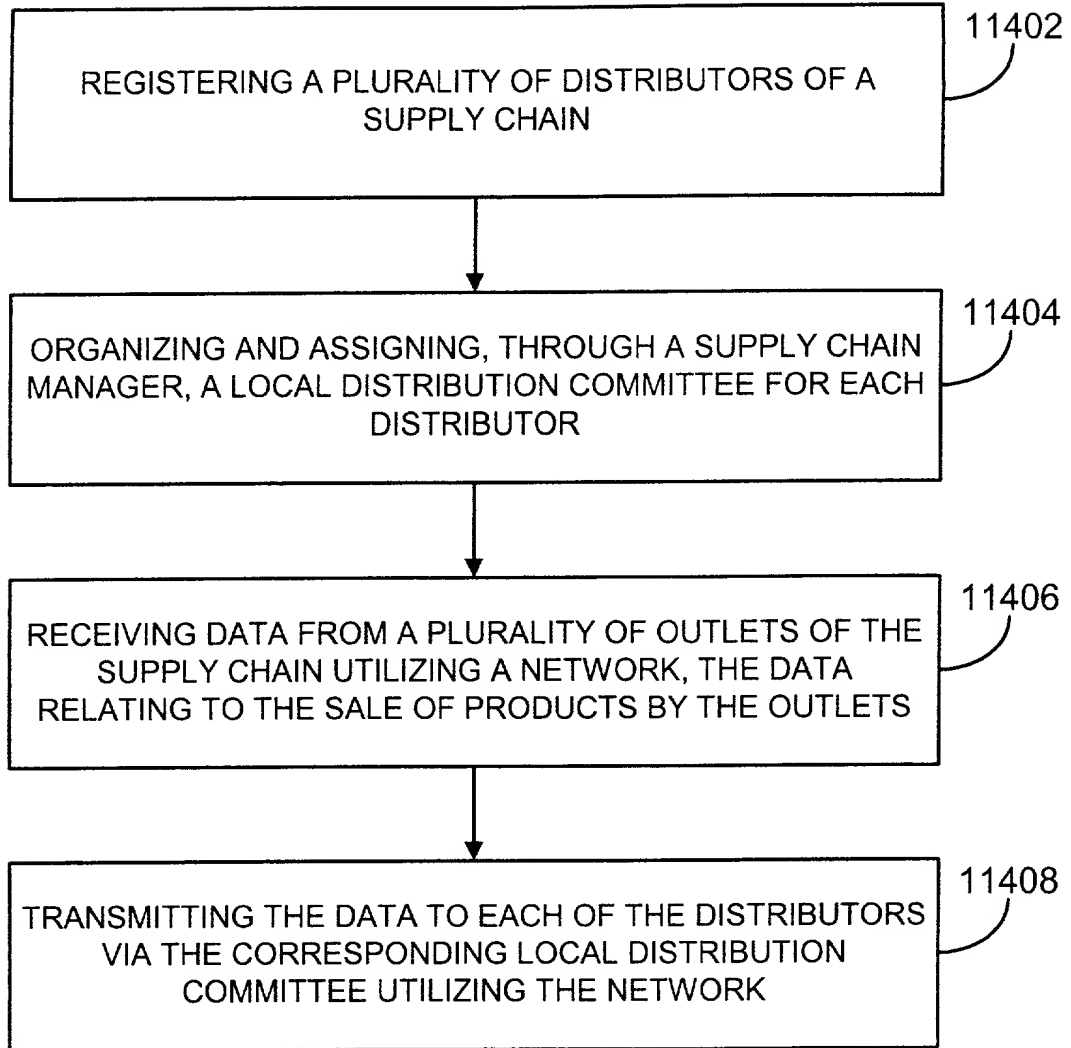


FIG. 114

11500

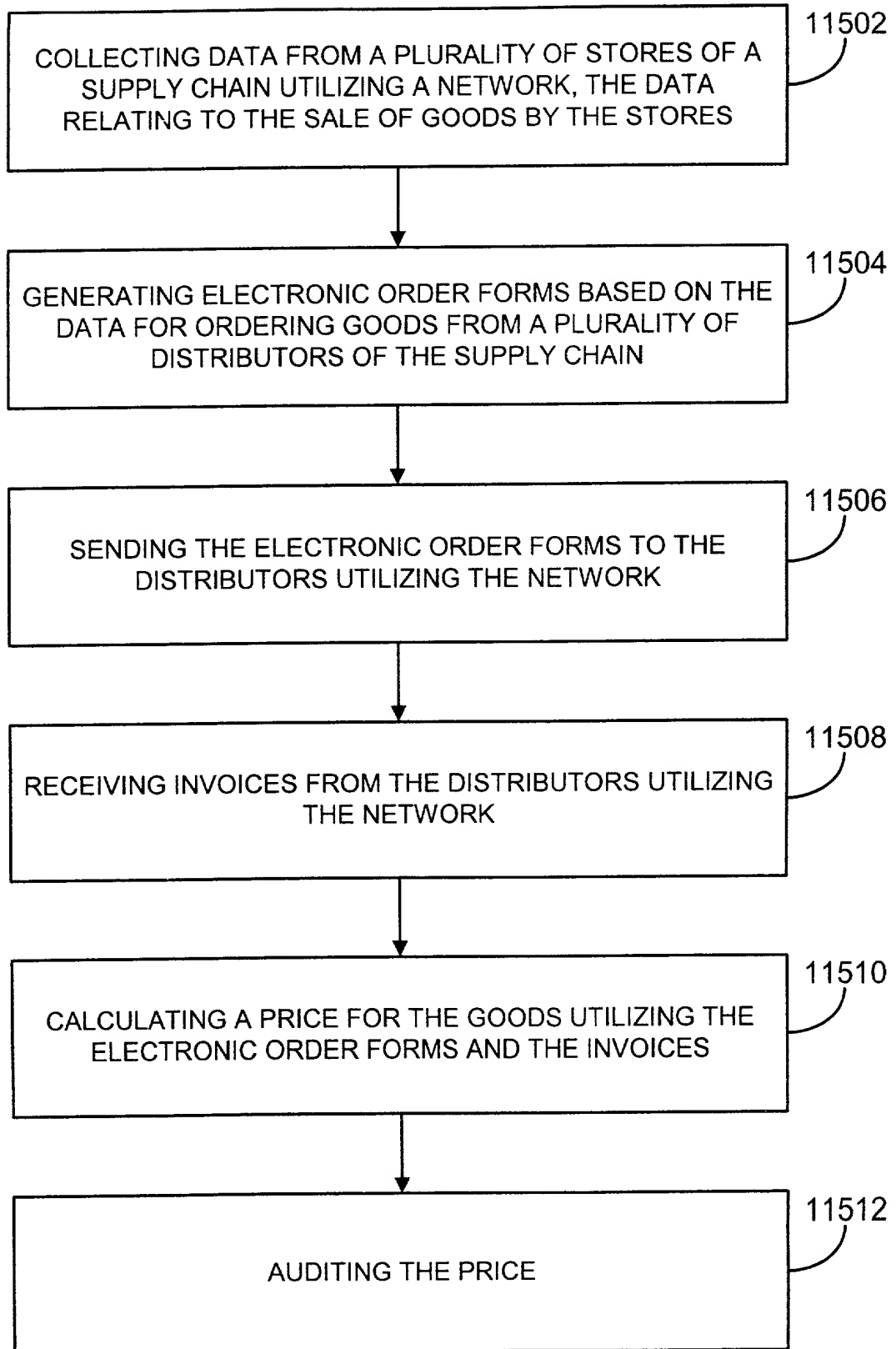


FIG. 115

11600

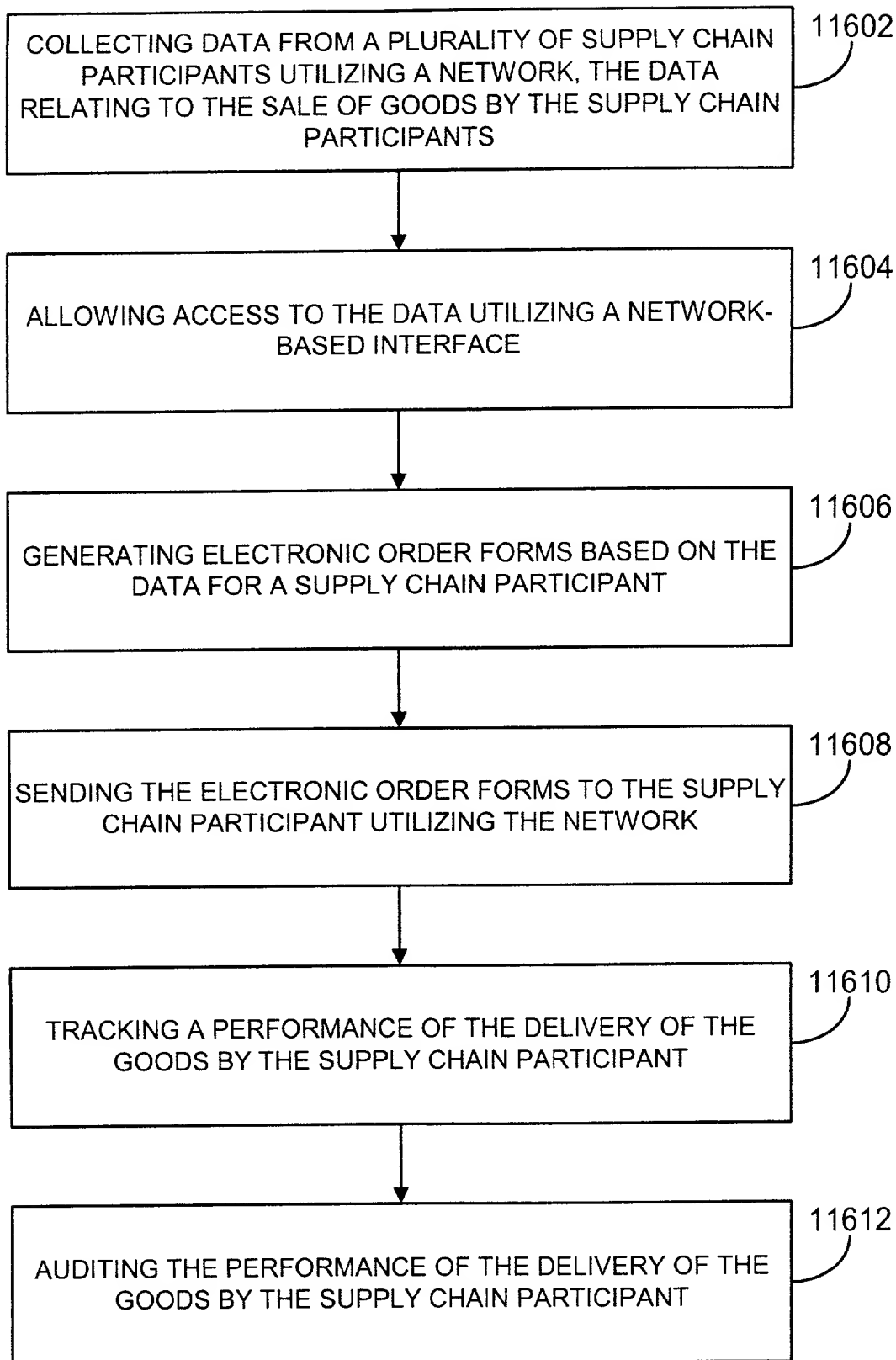


FIG. 116

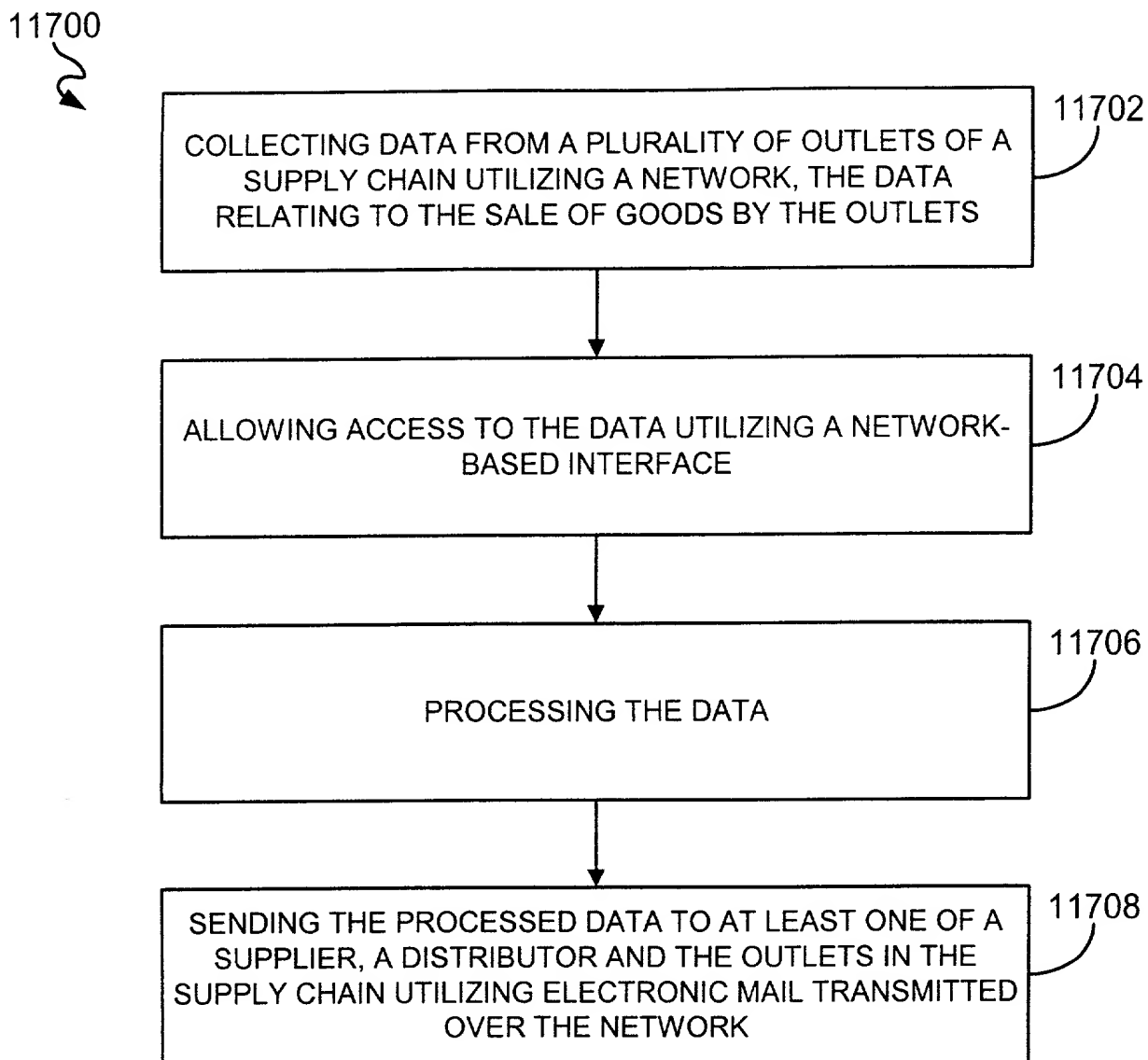


FIG. 117

11800

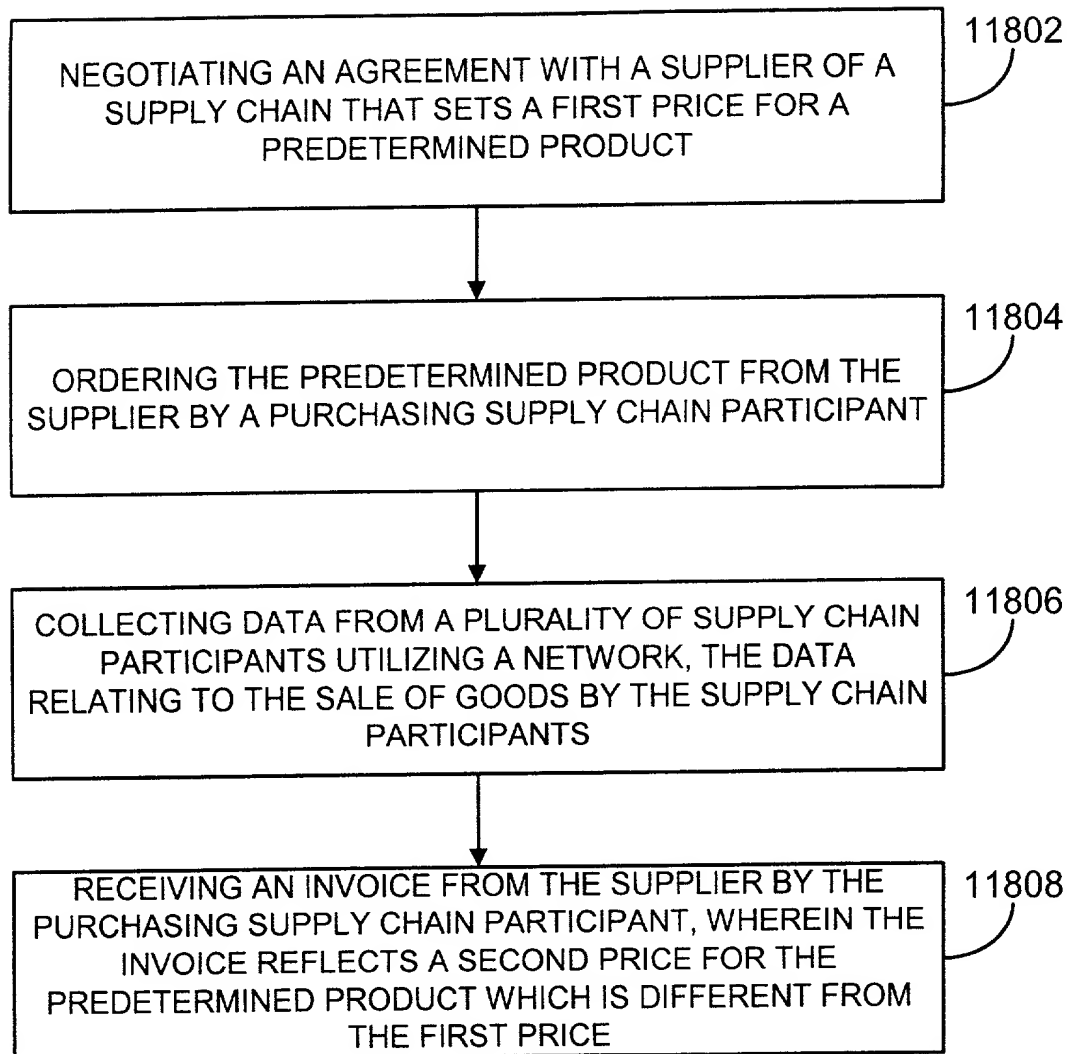


FIG. 118

11900

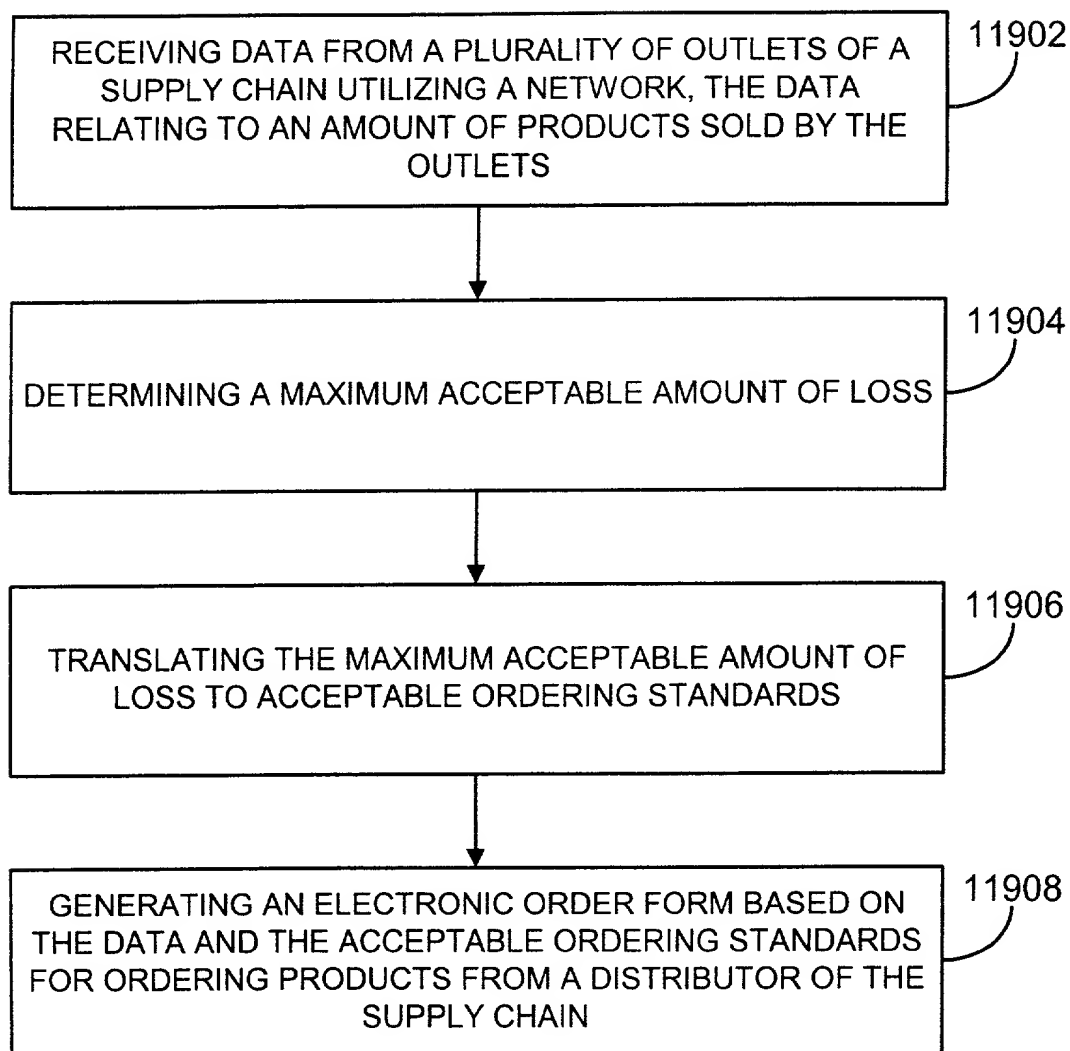


FIG. 119

12000

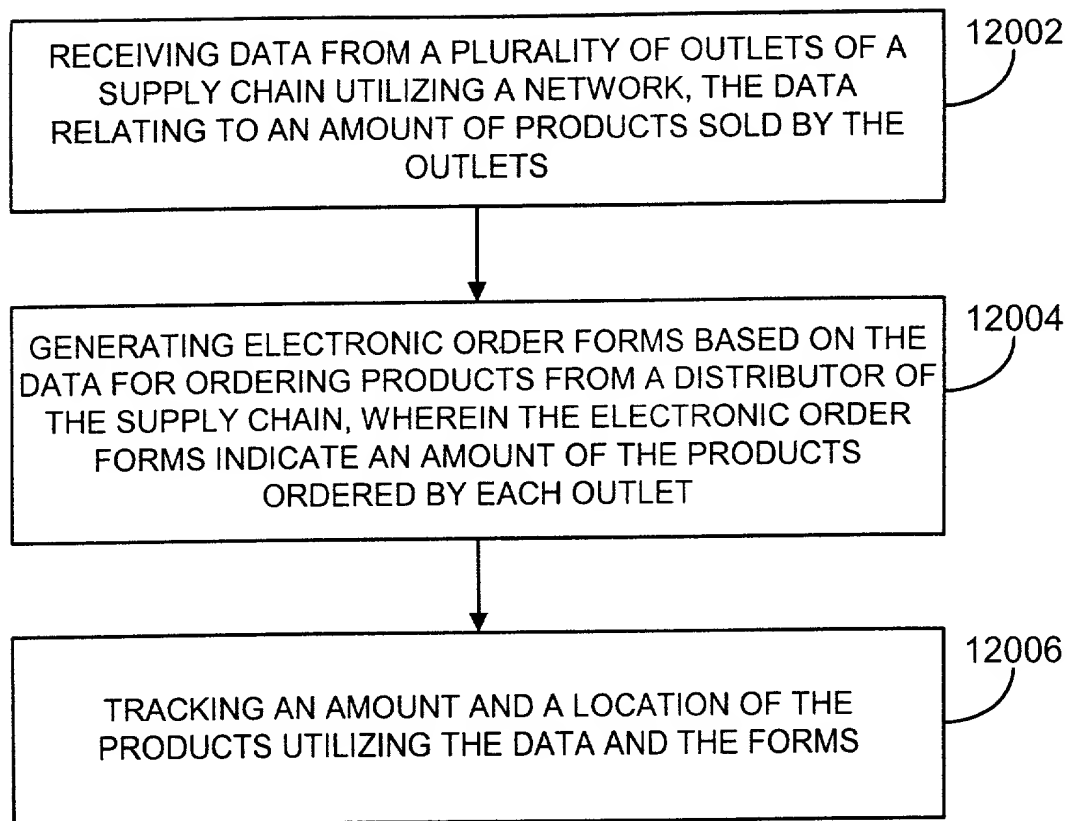


FIG. 120

12100

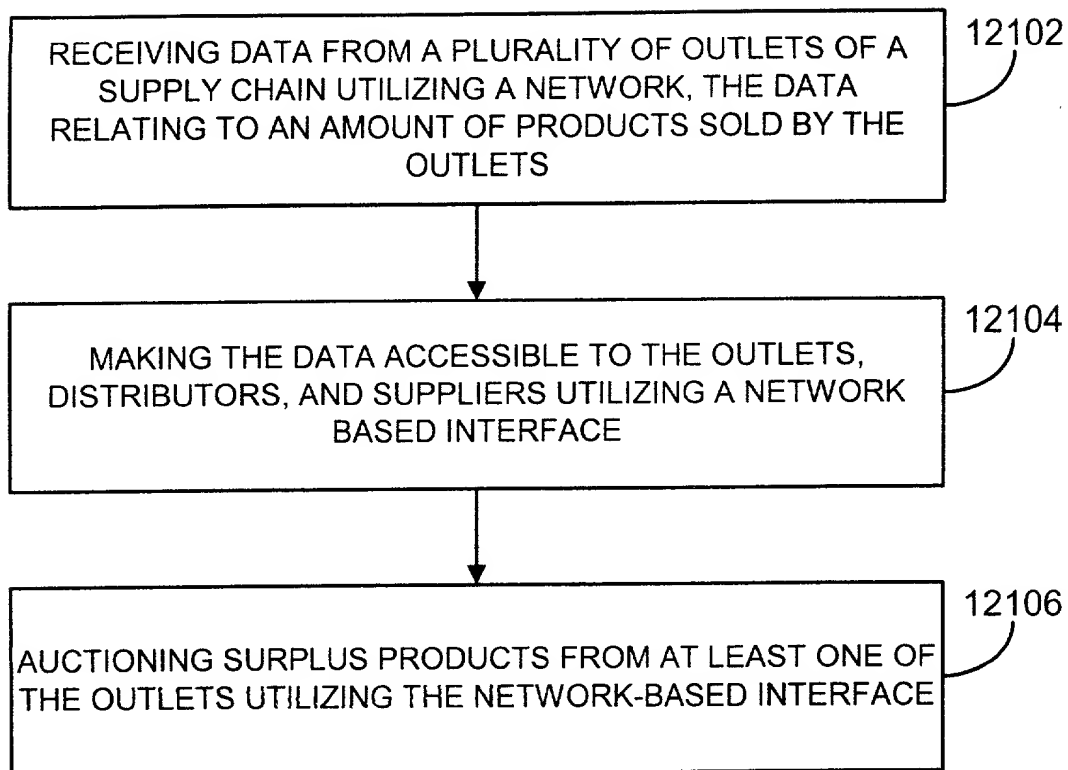


FIG. 121

12200

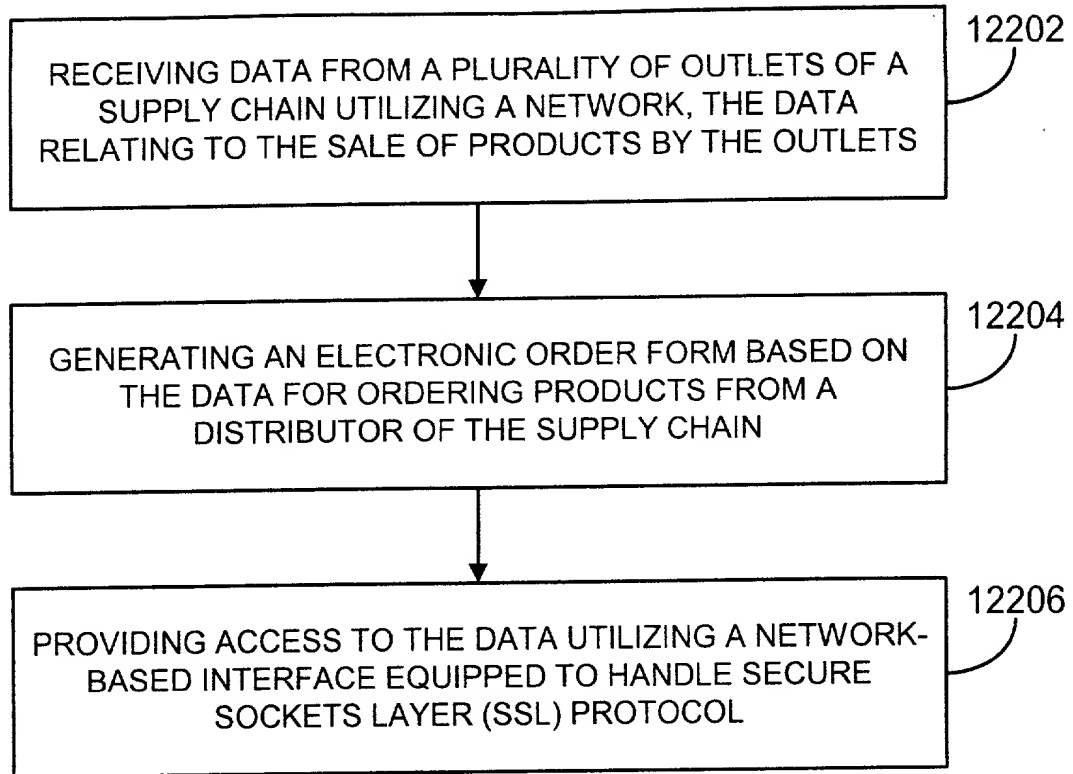


FIG. 122

12300

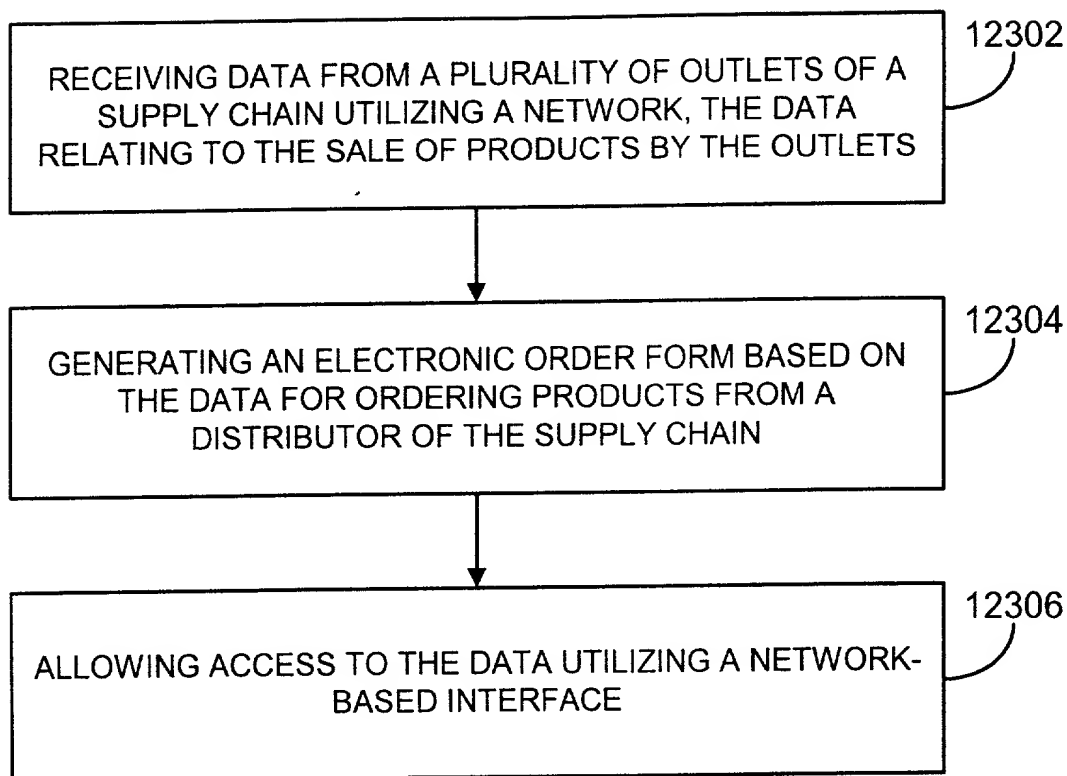


FIG. 123

12400

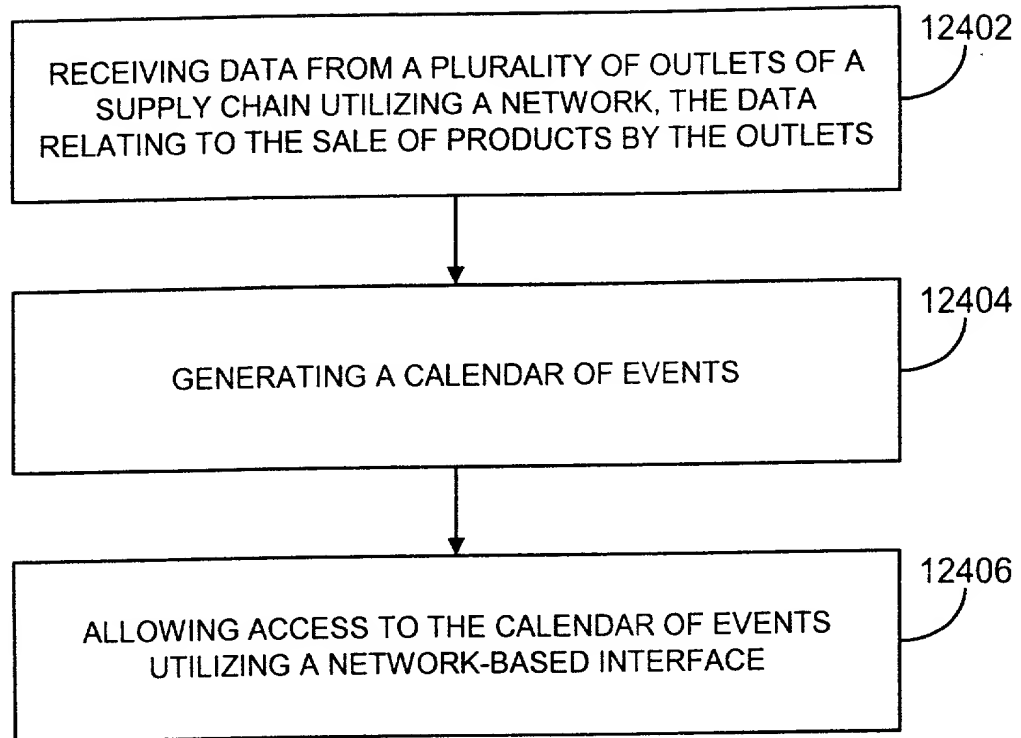


FIG. 124

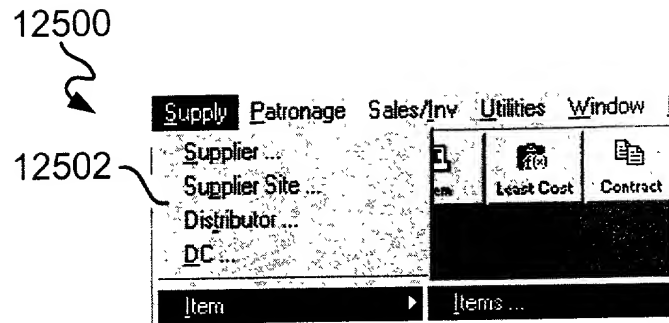


FIG. 125

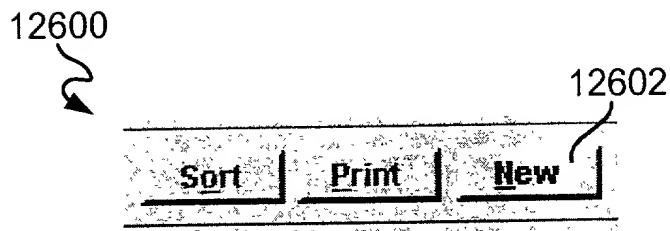


FIG. 126

12700

12702

Item Desc:

Item Number:

Product Cat Code:

Status Code:

Item Rank:

FIG. 127

12800

Landed Cost by Distribution Center

| Item | Inv FOB | Freight | Landed | Routing |
|---------------------------|---------|---------|--------|---------|
| Bag - Medium | 4.85 | 0.23 | 5.08 | TL |
| Bag - Large | 6.7 | 0.23 | 6.93 | TL |
| Biscuits - Frozen | 12.33 | 1.15 | 13.48 | TL |
| Brush - Pot, Long Handle | 40.2 | 2.02 | 42.22 | TL |
| Brush - Pot, Short Handle | 24 | 1.39 | 25.39 | TL |
| Carton - Breakfast | 16.59 | 1.1 | 17.69 | RDC |
| Carton - Large Fry | 29.91 | 0.81 | 30.72 | RDC |
| Carton - Medium Fry | 18.92 | 0.73 | 19.65 | TLMIN |

FIG. 128

0981577-070601

12900



FIG. 129

13000

| | | | |
|----------------------------|---|--------------------------------|----------|
| Supplier Item Desc: | | Item No: | |
| Current: | <input checked="" type="radio"/> Yes <input type="radio"/> No | Tie Qty: | |
| Items per Case: | 5000 | High Qty: | |
| Innerpack Contents: | 5/1000 | Cases Per Pallet: | |
| Item Size: | | Stacking Allowed: | |
| Case Length: | | Universal Product Code: | |
| Case Width: | | Cases Per Truckload: | 1350 |
| Case Depth: | | Net Weight: | 39 00 |
| Case Dimension U/M: | INCH(S) | Gross Weight: | 39 00 |
| Item Cube: | 0.95 CUBIC FEET | Weight U/M: | POUND(S) |
| Item Shelf Life: | | BarCode: | |

White Boxes Are Copied Across Suppliers / Grey Boxes Are Only Copied Within Same Supplier

FIG. 130

13100

| | | |
|-------------------------|-------------------------------|---|
| Site Information | Site Id: 17355 | Site Role: <i>FOB Shipping Point</i> |
| Site Name: | TYSON FOODS - NEW HOLLAND, PA | |

13102

FIG. 131

13200

| | | |
|-------------------------|---|---|
| Site Information | Site Id: 16 | FOB Shipping Point |
| Name: | AMERISERVE-FARMINGDALE, NY | Railroad Name: <input type="text"/> |
| Status: | Active <input type="button" value="v"/> | Rail Sidings: <input type="checkbox"/> |

FIG. 132

13300

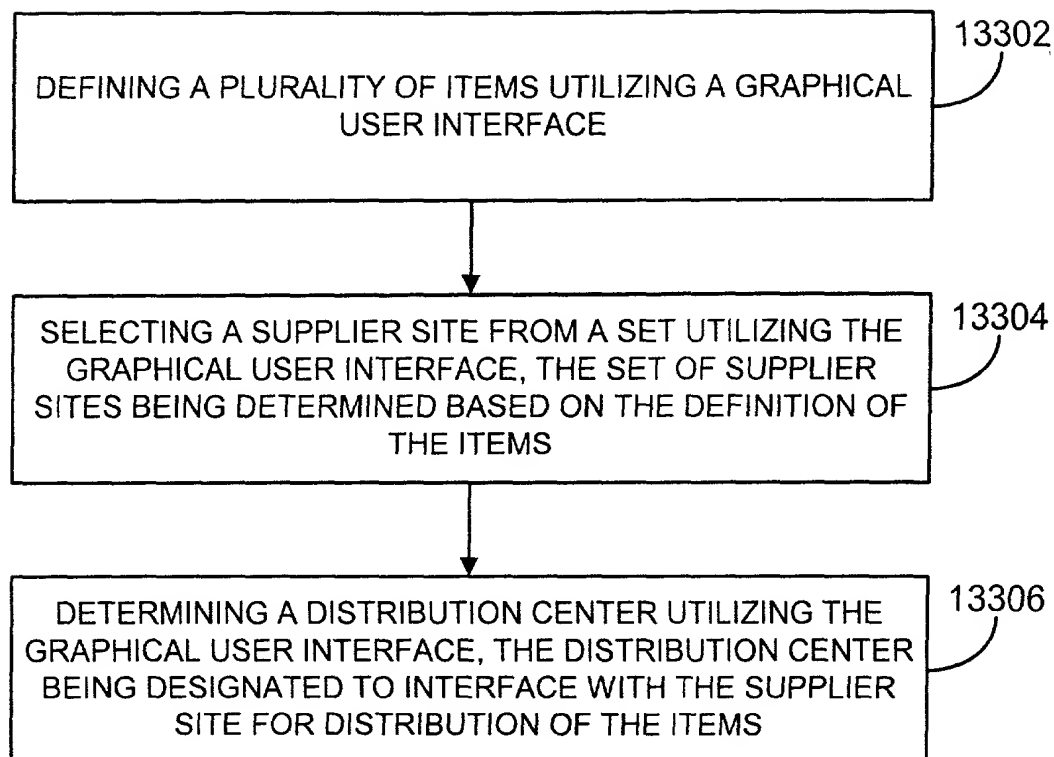


FIG. 133

13400

| | | | |
|---|----------------------|--------------------|--|
| Item: WRAP-BACON DOUBLE CHEESEBURGER DELUXE | Begin: 7/1/96 | End: 9/1/96 | Final: <input type="checkbox"/> |
| Override Rules: <input type="radio"/> Yes <input checked="" type="radio"/> No Apply By: Cell <input type="button" value="v"/> | | | |

FIG. 134

13500

| DC | Supplier FOB Point |
|-----------------------------|--------------------------------|
| AMERISERVE-DENVER, CO | TYSON FOODS - GREEN FOREST, AR |
| AMERISERVE-DOUGLASVILLE, GA | TYSON FOODS - ALBERTVILLE, AL |
| AMERISERVE-FARMINGDALE, NY | TYSON FOODS - NEW HOLLAND, PA |

FIG. 135

13600

| Con FOB | Inv FOB | Freight | Landed |
|---------|---------|---------|---------|
| 34 3200 | 34.3900 | 0 8400 | 35.2300 |
| 34 3200 | 34.3900 | 0 2900 | 34.6800 |

FIG. 136

13700

| Contr | LB | Trk | Routing |
|-------|---------|-----|---------|
| 96 | 83,600 | 2 0 | TL |
| 96 | 215,040 | 5.1 | TL |

FIG. 137

13800



FIG. 138

13900

| Min Ordr | UM | Slip | Deliv. |
|----------|-------------|--------|--------|
| 1 | TRUCKLOAD(S | Pallet | |
| 1 | TRUCKLOAD(S | Pallet | |

FIG. 139

14000

| Carrier | Stated Vol |
|---------|------------|
| Truck | 83,600 |
| Truck | 215,040 |

FIG. 140

14200



FIG. 142

14100

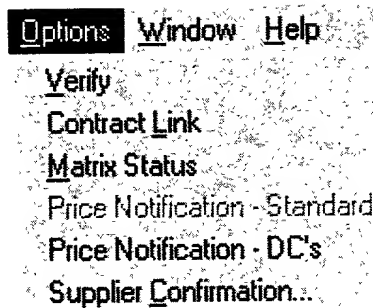


FIG. 141

14300

| | | | |
|----------------------------|---|-----------------------------------|----|
| <u>C</u> ost | ▶ | <u>E</u> dit / View ... | F3 |
| Commodities | ▶ | New (using previous matrix) ... | F4 |
| Vendor Rating | ▶ | New (build matrix) ... | F5 |
| Contact <u>M</u> anagement | ▶ | Multi Item Price Notification ... | |

FIG. 143

14400

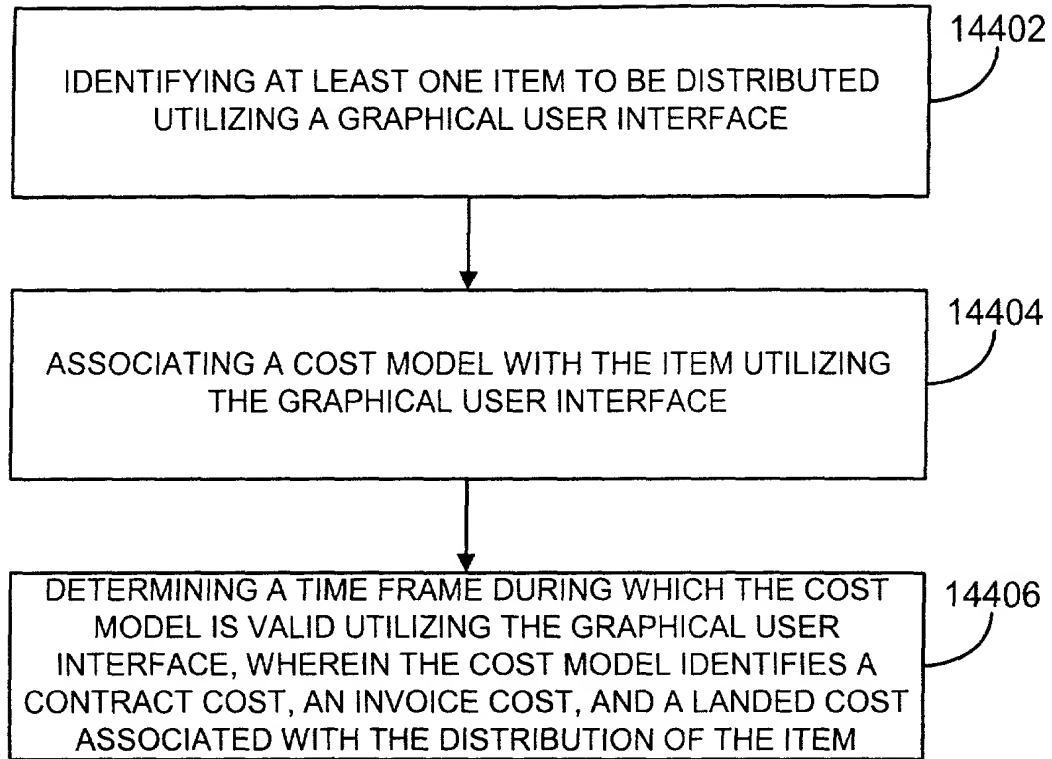


FIG. 144

14500



FIG. 145

14600

Contract ID: 673 - TYSON FOODS

Initial Buyer Name: **Current Buyer Name:**

FIG. 146

14700

Contract Start Date:

Contract End Date:

Execution Date:

Effective:

Payment Terms:

FIG. 147

14800

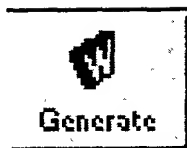


FIG. 148

14900



FIG. 149

15000



FIG. 150

0981577.0060
T09020" / / 5T860

0981577-070601

15100

Select the End Dates to Use on the Exhibit

| Item Description | Cost Matrix End Date | Contract End Date | No End Date |
|--------------------------|------------------------------|--|-------------------------------|
| BEEF - 77% | <input type="radio"/> 8/1/98 | <input checked="" type="radio"/> 2/24/08 | <input type="radio"/> No Date |
| BEEF-WHOPPER 4.0 OZ. | <input type="radio"/> 8/1/98 | <input checked="" type="radio"/> 2/24/08 | <input type="radio"/> No Date |
| BEEF-WHOPPER JR. 2.8 OZ. | <input type="radio"/> 8/1/98 | <input checked="" type="radio"/> 2/24/08 | <input type="radio"/> No Date |

FIG. 151

15200



FIG. 152

15300



FIG. 153

15400

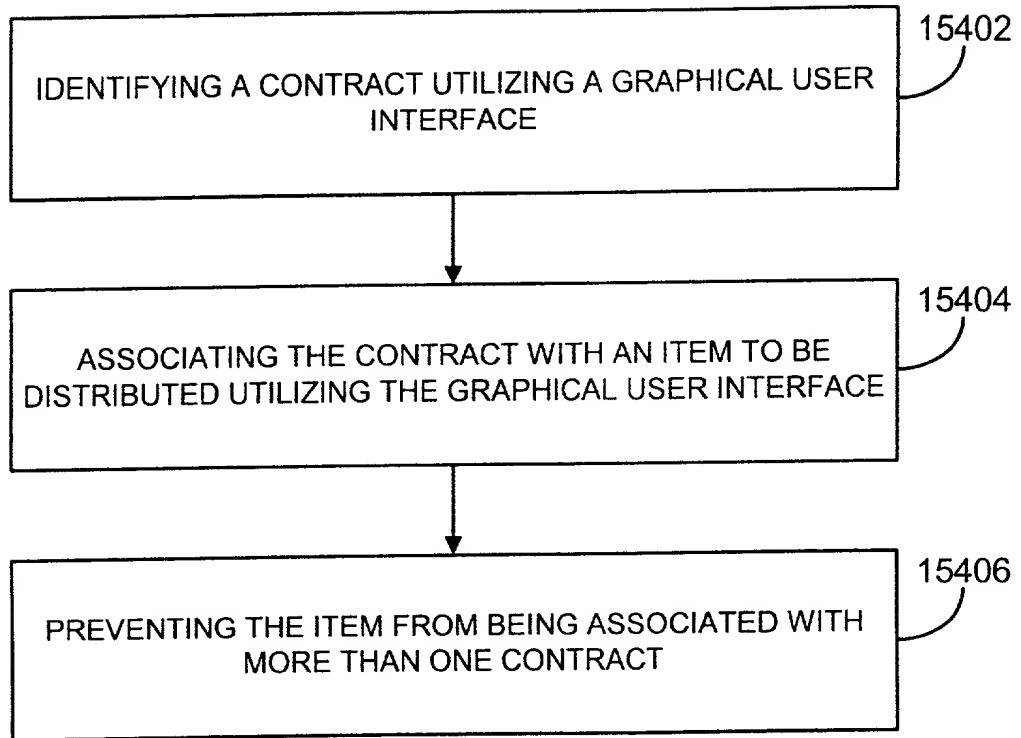


FIG. 154

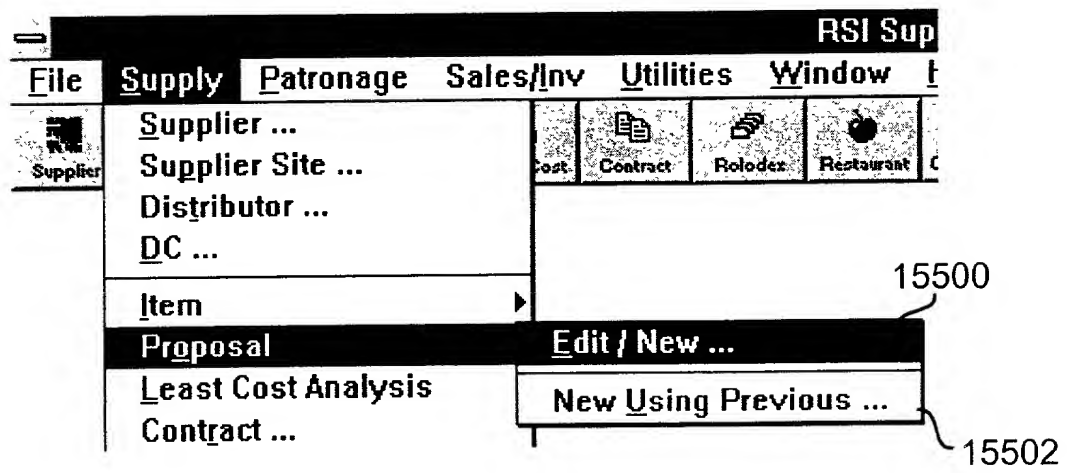


FIG. 155

15600

Proposal - Foam Hot Cups & Polystyrene Lids

Main Info | Items | Suppliers | DCs | FOB Price | DC/Rest | Usage | Templates | View Bid

Proposal Information

Proposal ID: 1021 **Proposal Due Date:** 06/12/97

Proposal Name: Foam Hot Cups & Polystyrene Lids **Contract Begin Date:** 07/01/97

Buyer Name: Dennis Clabby **Contract End Date:** 06/30/98

Actions

| # | Date: | Action Description: |
|---|----------|--|
| 1 | 05/28/97 | Sent this bid to Dart and also sent a request for information to WinCup. |

FIG. 156

093577-070601

0961577.070501

15700



FIG. 157

15800

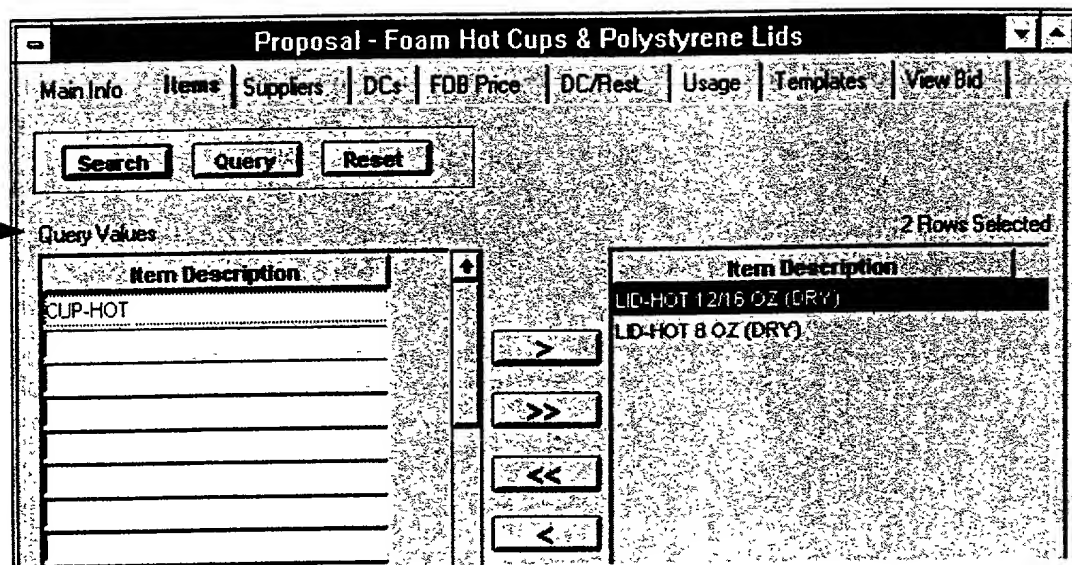


FIG. 158

15800

Proposal - Foam Hot Cups & Polystyrene Lids

Main Info | Items | Suppliers | DCs | FOB Price | DC/Rest. | Usage | Templates | Recreate Bid

Search Query Reset

6 Rows Found 5 Rows Selected

| Item Description | |
|------------------------|-----|
| CLIP-HOT 12 OZ (PAPER) | DRY |
| CLIP-HOT 16 OZ (PAPER) | DRY |
| CLIP-HOT 8 OZ (PAPER) | DRY |

15902

15904

15906

15908

| Item Description |
|-------------------------------|
| CLIP-HOT 12 OZ (DRY) |
| CLIP-HOT 16 OZ (500 CT) (DRY) |
| CLIP-HOT 8 OZ (DRY) |
| LID-HOT 12/16 OZ (DRY) |
| LID-HOT 8 OZ (DRY) |

FIG. 159

16000

Main Info | Items | Suppliers | DCs | FOB Price | DC/Rest. | Usage | Templates | Recreate Bid

Select The Appropriate FOB Price Component Worksheet For Each Item

Item Description
MAYO-BULK

FOB Price Component

| | |
|----------------------|---|
| Mayonaise Components | ↓ |
| (None Selected) | |
| Generic FOB Pricing | |
| Mayonaise Components | |

FIG. 160

16100

| Item | Growth % | Gross Wgt. | Item Cube | Contract Period |
|--------------------|----------|------------|-----------|----------------------|
| CHICKEN-BK BROILER | 5.00% | 32 | 1.26 | 09/01/97 to 12/31/97 |
| CHICKEN-PATTY | 7.00% | 37.00 | 1.09 | |
| CHICKEN-TENDERS | 0.00% | 25.00 | 1.06 | |

| Distribution Center | Previous Case Usage | Projected Rest. Count | Covg. Factor | Avg. # RM | DC/Item Growth | Projected Unit Usage | |
|---------------------|---------------------|-----------------------|--------------|-----------|----------------|----------------------|--|
| POST-ALBUQUERQ | 576 | 30 | 99.34% | 6.03 | 5.00% | 755 | |
| POST-DENVER | 833 | 39 | 99.05% | 6.68 | 5.00% | 1,083 | |
| POST-SALT LAKE | 116 | 2 | 80.00% | 5.46 | 5.00% | 37 | |

FIG. 161

0961577-00501

16200

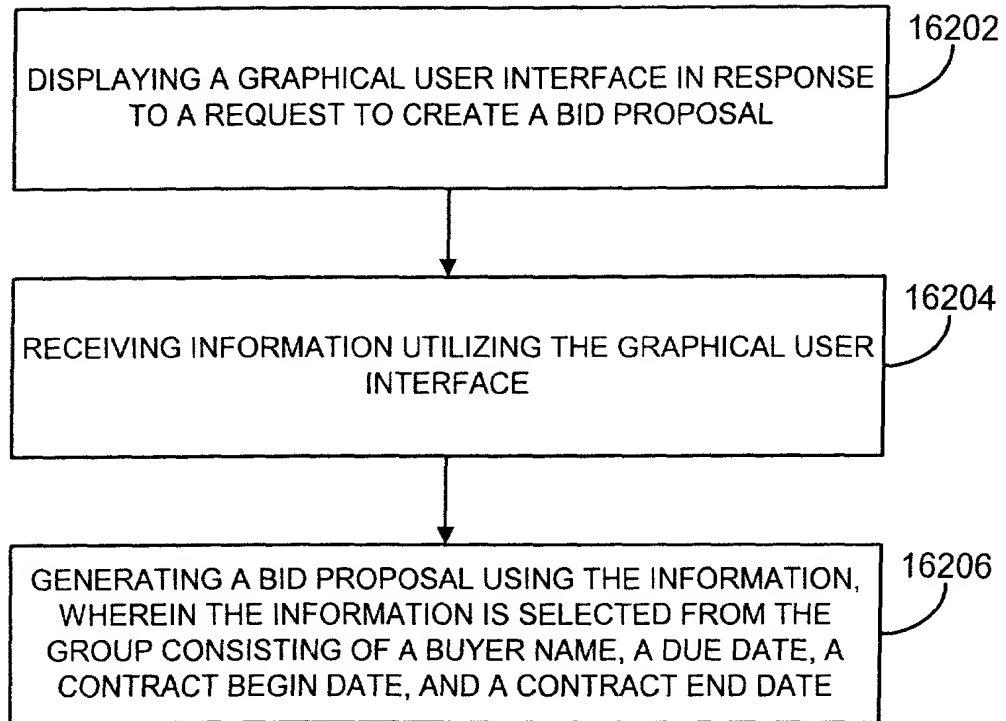


FIG. 162

16300

Templates | Create Bid

FIG. 163

16400

| | <i>Supply</i> | <i>MS</i> | <i>Editable</i> |
|-------------------------------------|---------------|-------------|-----------------|
| | | <i>Word</i> | <i>Y/N</i> |
| Bid Proposal Cover Letter | ? | | Y |
| General Terms and Conditions | ? | | N |
| Usage Estimates | ? | | N |
| Supplier Facility Worksheets | ? | | N |
| Item Information Worksheets | ? | | N |
| Sample Supply Agreement | | ? | N |
| BK Specification Request | | ? | N |
| FOB Price Component | | ? | N |
| Truckload Freight Worksheet | ? | | N |
| LTL Freight Worksheet | ? | | N |

FIG. 164

16500

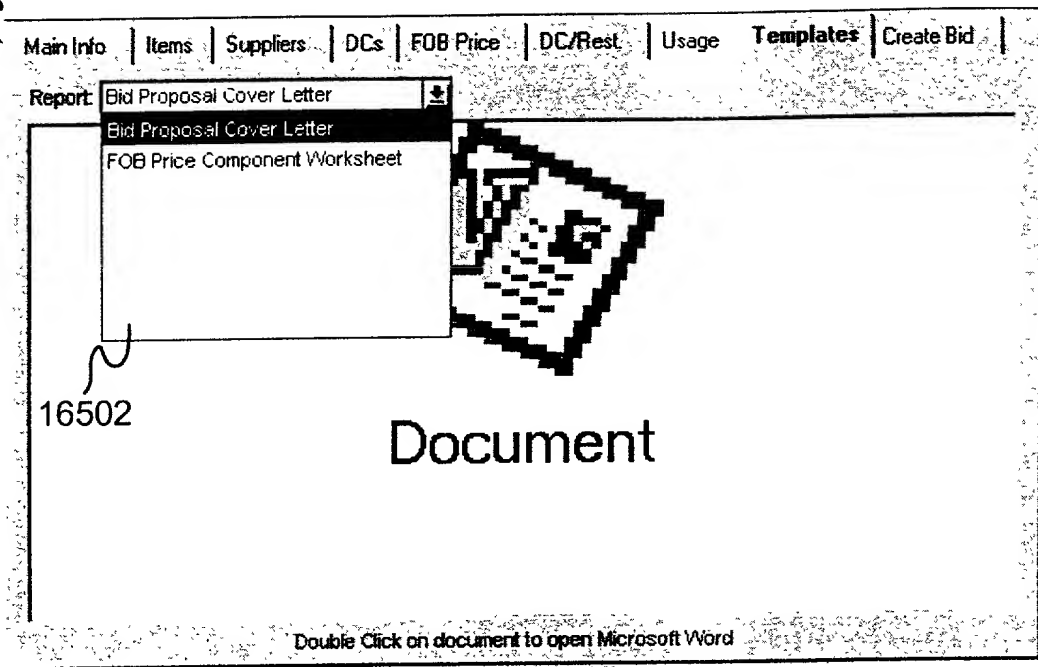


FIG. 165

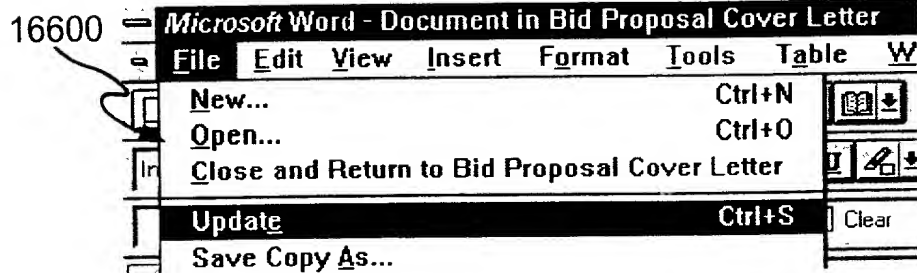


FIG. 166

16700

Main Info | Items | Suppliers | DCs | FOB Price | DC/Rest | Usage | Templates | **Create Bid**

Bid Proposal Sent ☐

Bid Proposal Will Include Checked Documents

| General | | Cost | |
|-----------------------------|-------------------------------------|-------------------------------|-------------------------------------|
| Bid Proposal Cover Letter | <input checked="" type="checkbox"/> | FOB Price Component Worksheet | <input checked="" type="checkbox"/> |
| General Terms & Conditions | <input checked="" type="checkbox"/> | Truckload Freight Worksheet | <input checked="" type="checkbox"/> |
| Usage Estimates | <input checked="" type="checkbox"/> | LTL Freight Worksheet | <input checked="" type="checkbox"/> |
| Supplier Facility Worksheet | <input checked="" type="checkbox"/> | | |
| Item Information Worksheet | <input checked="" type="checkbox"/> | Blank Sheets | |
| Sample Supply Agreement | <input checked="" type="checkbox"/> | Supplier Facility Worksheet | <input checked="" type="checkbox"/> |
| BK Specification Request | <input checked="" type="checkbox"/> | Item Information Worksheet | <input checked="" type="checkbox"/> |
| | | FOB Price Component Worksheet | <input checked="" type="checkbox"/> |
| | | Truckload Freight Worksheet | <input checked="" type="checkbox"/> |
| | | LTL Freight Worksheet | <input checked="" type="checkbox"/> |

* LTL Freight Worksheet will be printed by system if necessary

FIG. 167

16800

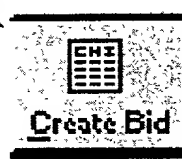


FIG. 168

16900

Report: Supplier:

7/2/97

| | |
|-------------------------------|-------------------------------------|
| Bid Proposal Cover Letter | <input type="checkbox"/> |
| FOB Price Component Worksheet | <input type="checkbox"/> |
| General Terms & Conditions | <input type="checkbox"/> |
| Item Information Worksheet | <input checked="" type="checkbox"/> |
| LTL Freight Worksheet | <input type="checkbox"/> |
| Sample Supply Agreement | <input type="checkbox"/> |
| Supplier Facility Worksheet | <input type="checkbox"/> |

Restaurant Services, Inc.
Item Information Worksheet
 ATTY
 DS

FIG. 169

17000

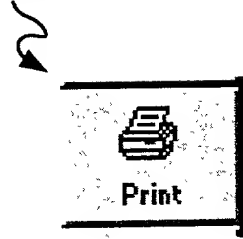


FIG. 170

17100

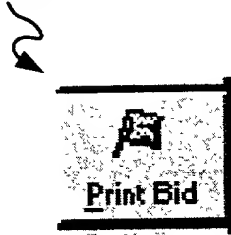


FIG. 171

17200

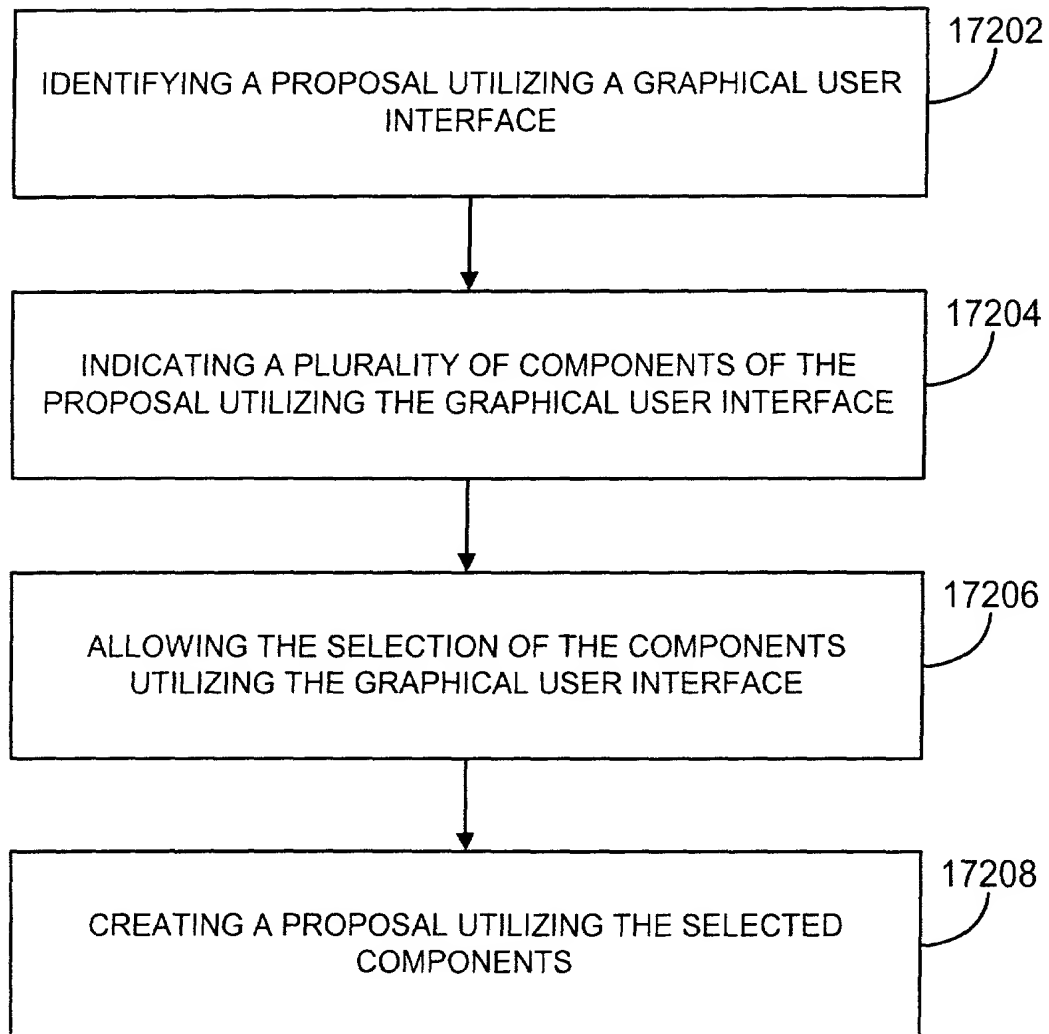


FIG. 172

17300



FIG. 173

17400

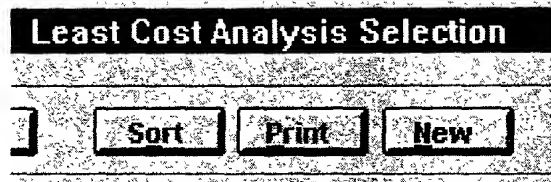


FIG. 174

17500

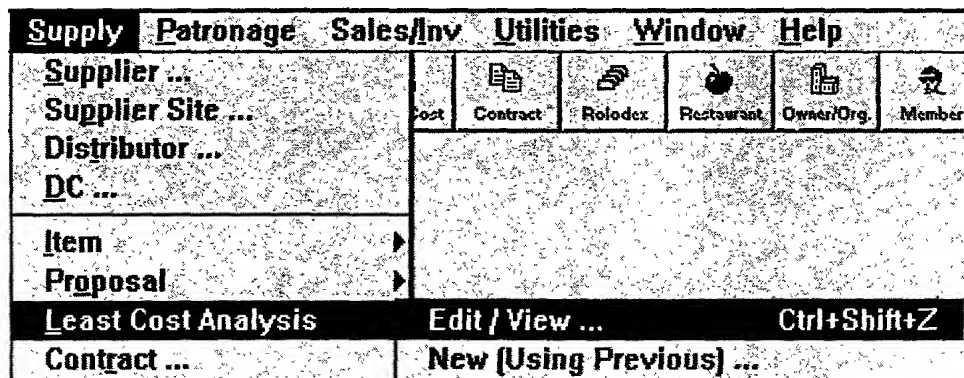


FIG. 175

Bid Proposal Name:

(None)



Foam Hot Cups & Polystyrene Lids (07/01/97 to 06/30/98)

Ham, Sausage, Bacon Freight Bid (10/01/97 to 12/31/97)

17600



FIG. 176

093457-0060
1090/01/51860

17700



SELECTING BETWEEN A PLURALITY OF OPTIONS UTILIZING
A GRAPHICAL USER INTERFACE, EACH OPTION
CORRESPONDING TO A SEPARATE TECHNIQUE OF
CREATING AN ANALYSIS

17702



GENERATING A NEW ANALYSIS UPON THE SELECTION OF A
FIRST OF THE OPTIONS

17704



EDITING A PREVIOUS ANALYSIS UPON THE SELECTION OF
A SECOND OF THE OPTIONS

17706



INTEGRATING A BID PROPOSAL WITH AN INTEGRATED
ANALYSIS UPON THE SELECTION OF A THIRD OF THE
OPTIONS

17708

FIG. 177

17800

Analysis Name: Hash Brown Actual
 Analysis ID: 1036
 Buyer: Dennis Clabby
 Period of Agreement: 10/1/97 THRU 9/30/98
 Unit Of Measure: CASE(S)

FIG. 178

17900

Version (1) of (9) Base version

What is the max # of FOB points to allocate to each DC ? One FOB

What is pricing method for this version ? FOB + Freight

What is the RSI Invoice FOB Upcharge (Downcharge) ? 0.0000

Override RDC Truckload Validation? No

Solution Strategy: Standard Last Revision: 9/15/97 1:04 PM

FIG. 179

18000



FIG. 180

18100

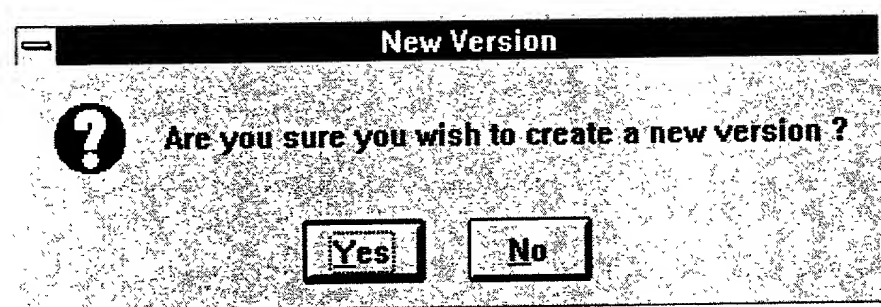


FIG. 181

109070" / 54860

18200

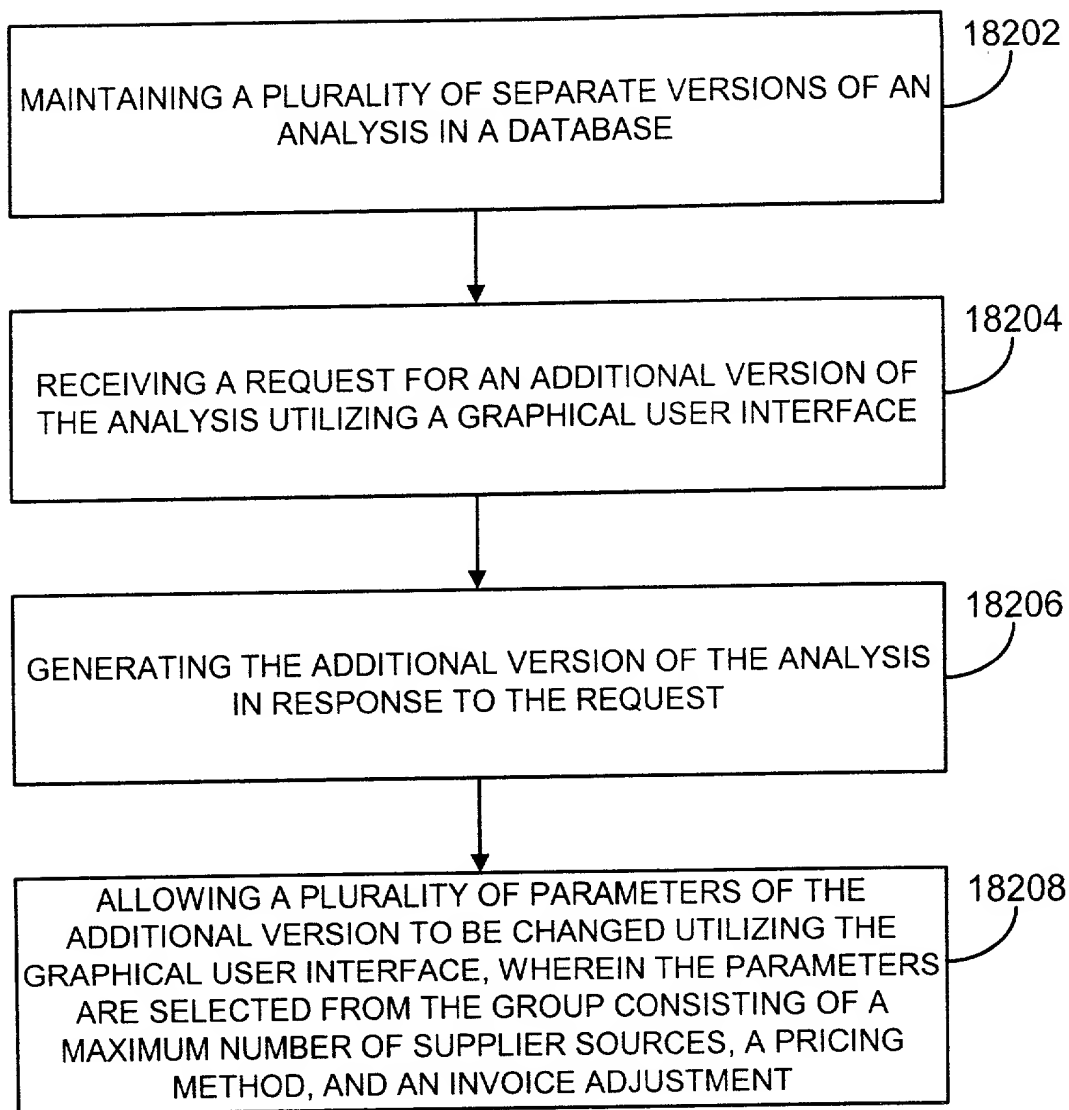


FIG. 182

18300

Search

Query

Reset

Query Values

Supplier FOB

DOP

7 Rows Selected

Supplier FOB

DOPACO-DOWNINGTOWN, PA

DOPACO-KINSTON, NC

DOPACO-ST-CHARLES, IL

DOPACO-STOCKTON, CA

IMPERIAL BONDWARE-SHELBYVILLE, IL

>

>>

FIG. 183

18400

| Item Description | Conv. Factor |
|---------------------|-----------------|
| FRIES-COATED (FRZN) | 36 |

18402

FIG. 184

18500

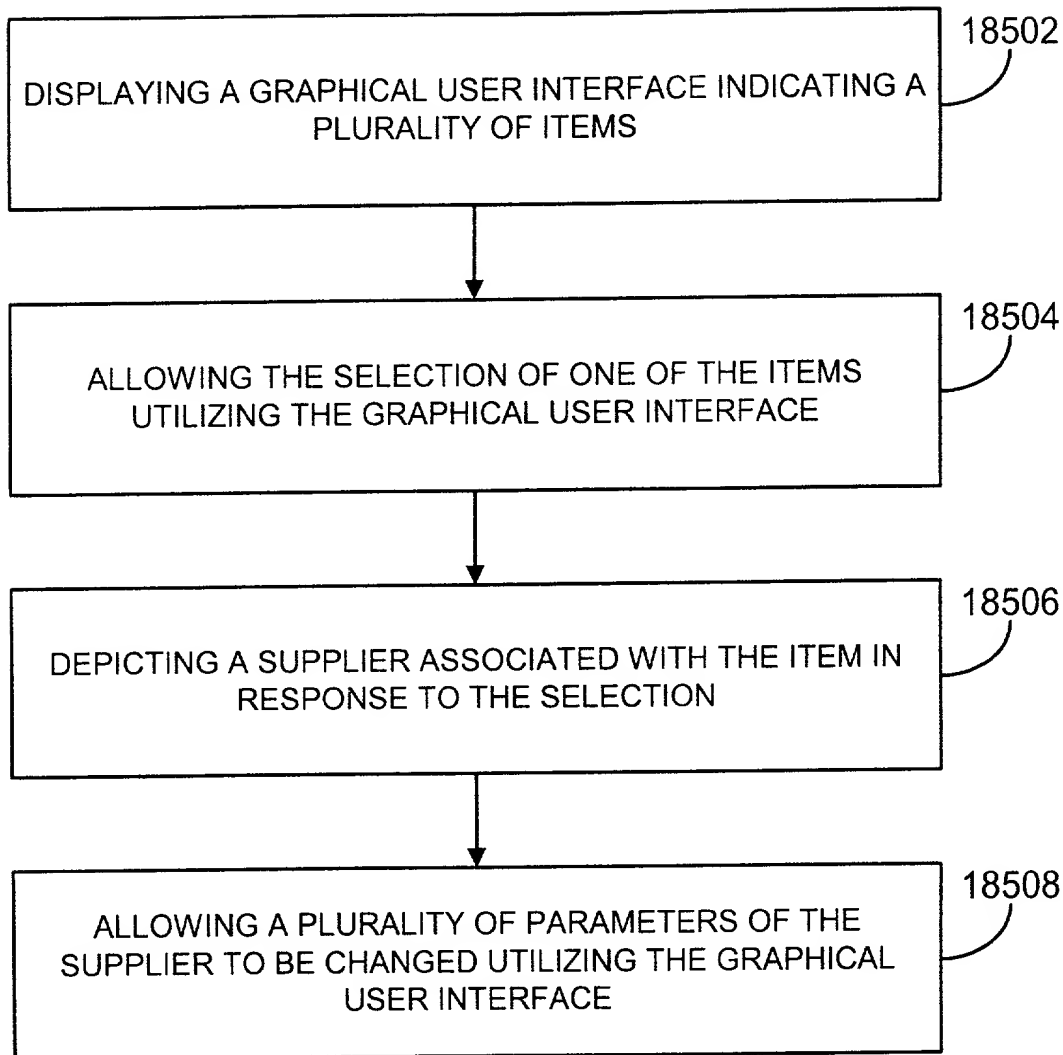


FIG. 185

18600

| Item Description | Supplier FOB |
|------------------|------------------------|
| CUP-COLD 16 OZ | DOPACO-DOWNINGTOWN, PA |
| CUP-COLD 22 OZ | DOPACO-DOWNINGTOWN, PA |
| CUP-COLD 32 OZ | DOPACO-DOWNINGTOWN, PA |

| | | | |
|---------------------|----------------|----------------------|---|
| Supplier Item Desc: | 16 OZ COLD CUP | Item No: | CP2942 |
| Items per Case: | | Tie Qty: | 5 |
| Innerpack Contents: | 1200 | High Qty: | 5 |
| Item Size: | | Cases Per Pallet: | 25 |
| Item Shelf Life: | | Stacking Allowed: | <input checked="" type="radio"/> Yes <input type="radio"/> No |
| Case Length: | 22.125 | Mandatory Case Cube: | 3.43 CUBIC FEET |
| Case Width: | 15.125 | Cases Per Truckload: | 769 |
| Case Depth: | 17.75 | Gross Weight: | 29.28 POUND(S) |
| Case U/M | INCHES(S) | Net Weight: | 27.28 POUND(S) |

FIG. 186

18700



Update

FIG. 187

18800

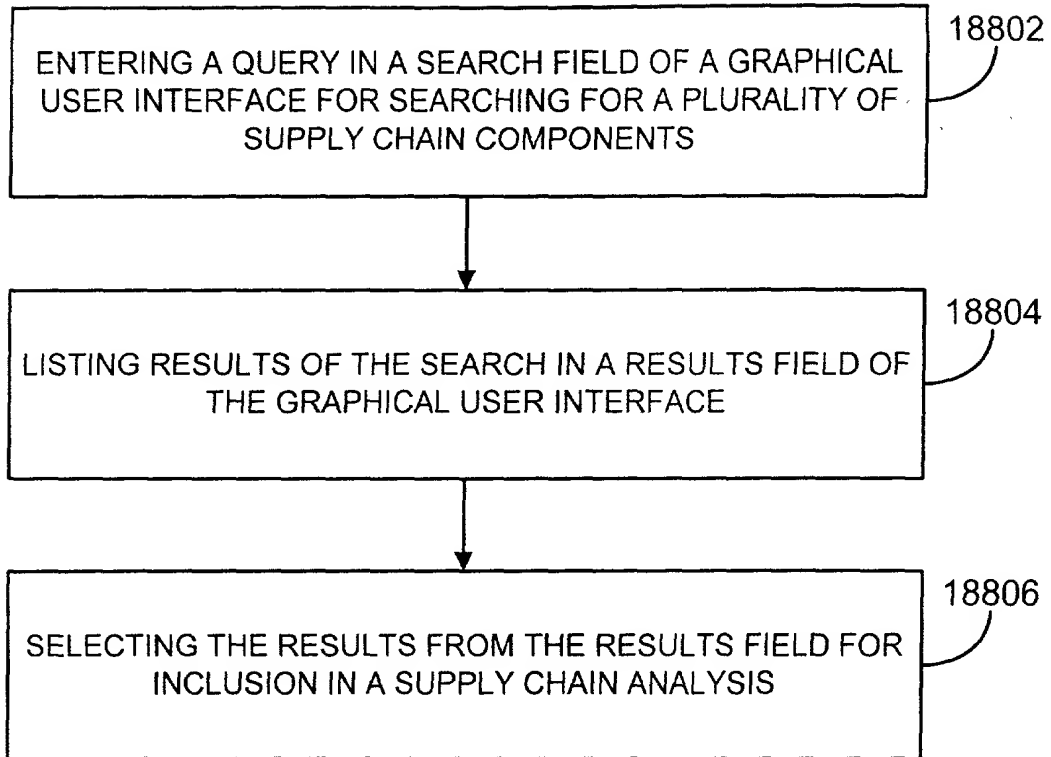


FIG. 188

18900

| Supplier | Terms | SLP/PLT | Minimum | Maximum | Include | |
|-------------------------------------|-------|------------|-------------|-------------|---|---|
| CAVENDISH FARMS | | ↓ Pallet ↓ | | | <input checked="" type="radio"/> Yes <input type="radio"/> No | ↑ |
| J.R. SIMPLOT COMPANY | | ↓ Pallet ↓ | | | <input checked="" type="radio"/> Yes <input type="radio"/> No | |
| LAMB-WESTON, INC. | | ↓ Pallet ↓ | 200,000,000 | | <input checked="" type="radio"/> Yes <input type="radio"/> No | ↓ |
| Supplier FOB | | | Minimum | Maximum | Include | |
| LAMB-WESTON, INC.-PASCO, WA | | | 90,000,000 | 110,000,000 | <input checked="" type="radio"/> Yes <input type="radio"/> No | |
| LAMB-WESTON, INC.-RICHLAND WA | | | 0 | 55,000,000 | <input checked="" type="radio"/> Yes <input type="radio"/> No | |
| LAMB-WESTON, INC.-AMERICAN FALLS ID | | | 90,000,000 | 110,000,000 | <input checked="" type="radio"/> Yes <input type="radio"/> No | |

FIG. 189

19000

| Supplier | Terms | SLP/PLT | Minimum | Maximum | Include | |
|---|-------|------------|-------------|-------------|---|---|
| MCCAIN FOODS | | ↓ Pallet ↓ | | | <input checked="" type="radio"/> Yes <input type="radio"/> No | ↑ |
| NESTLE FOOD COMPANY | | ↓ Pallet ↓ | | | <input checked="" type="radio"/> Yes <input type="radio"/> No | |
| ORE-IDA FOODS | | ↓ Pallet ↓ | 225,000,000 | | <input checked="" type="radio"/> Yes <input type="radio"/> No | ↓ |
| Supplier FOB | | | Minimum | Maximum | Include | |
| MCCAIN FOODS, LTD.-PRINCE EDWARD ISLAND | | | 18,000,000 | 30,000,000 | <input type="radio"/> Yes <input checked="" type="radio"/> No | |
| MCCAIN FOODS, LTD.-PORTAGE LE PRAIRIE | | | 45,000,000 | 50,000,000 | <input type="radio"/> Yes <input checked="" type="radio"/> No | |
| MCCAIN FOODS, INC.-OTHELLO, WA | | | 27,000,000 | 132,000,000 | <input checked="" type="radio"/> Yes <input type="radio"/> No | |

FIG. 190

19100

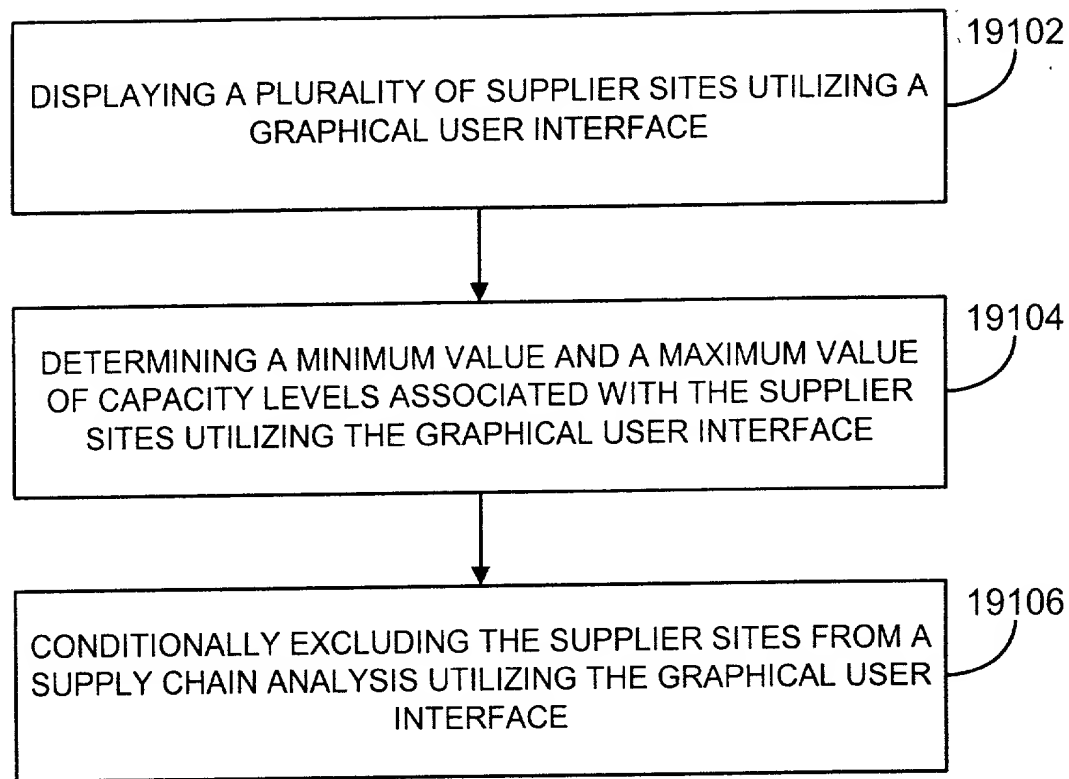


FIG. 191

0984577.070601

19200



| Supplier | # | Volume | |
|----------------------------|---|--------|--|
| HUDSON INDUSTRIES | 0 | | |
| INTERNATIONAL DIVERSEFOODS | 0 | | |
| SUPERIOR COFFEE & FOODS | 0 | | |

| Supplier FOB | Item | Cont FOB | # | Volume |
|---------------------------|-------------------|----------|---|--------|
| HUDSON INDUSTRIES-TROY AL | MAYO-BULK | 8.4200 | 0 | |
| HUDSON INDUSTRIES-TROY AL | SAUCE-BULK-TARTAR | 9.2300 | 0 | |

FIG. 192

19300

| Supplier | # | Volume |
|-----------------------------|---|--------|
| SSI FOOD SERVICES | 0 | |
| TEXAS AMERICAN FOOD SERVICE | 0 | |
| WHITEFORD FOODS | 0 | |

| Supplier FOB | Item | Cont FOB | # | Volume |
|--------------------------------|------------|----------|---|-----------|
| TEXAS AMERICAN FOOD SERVICE-TX | BEEF - 77% | 1.0026 | 0 | |
| TEXAS AMERICAN FOOD SERVICE-TX | BEEF - 77% | 1.0016 | 1 | 2,090,000 |
| TEXAS AMERICAN FOOD SERVICE-TX | BEEF - 77% | 1.0010 | 2 | 2,508,000 |

FIG. 193

19400

| Supplier | # | Volume |
|---------------|---|---------|
| VENTURA FOODS | 0 | |
| VENTURA FOODS | 1 | 100,000 |

| Supplier FOB | Item | Cont FOB | # | Volume |
|--------------------------------|-------------------|----------|---|--------|
| VENTURA FOODS-CHAMBERSBURG, PA | MAYO-BULK | 8.9400 | 0 | |
| VENTURA FOODS-CHAMBERSBURG, PA | MAYO-BULK | 8.8400 | 1 | |
| VENTURA FOODS-CHAMBERSBURG, PA | SAUCE-BULK-TARTAR | 9.5100 | 0 | |
| VENTURA FOODS-CHAMBERSBURG, PA | SAUCE-BULK-TARTAR | 9.4100 | 1 | |
| VENTURA FOODS-CITY OF INDUSTRY | MAYO-BULK | 9.1200 | 0 | |
| VENTURA FOODS-CITY OF INDUSTRY | MAYO-BULK | 9.0200 | 1 | |
| VENTURA FOODS-CITY OF INDUSTRY | SAUCE-BULK-TARTAR | 9.5800 | 0 | |
| VENTURA FOODS-CITY OF INDUSTRY | SAUCE-BULK-TARTAR | 9.4800 | 1 | |

FIG. 194

19600

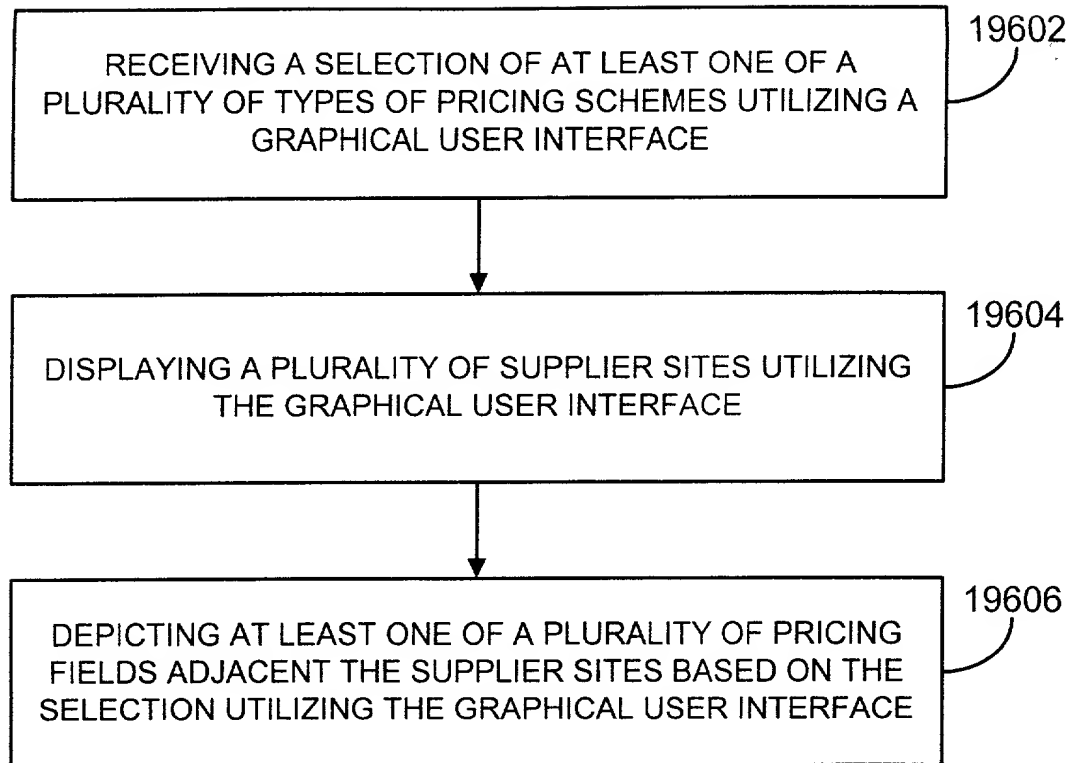


FIG. 196

19700

| Total Rest. Growth Amount | | Usage Period | |
|-----------------------------|---------------------|----------------------|----------------------------|
| 5.00% ~ 19702 | | 09/01/97 to 08/31/98 | |
| Distribution Center | Current Rest. Count | Restaurant Growth % | Projected Avg. Rest. Count |
| AMERISERVEPOST-ALBUQUERQUE | 27 | 5.00% | 28 |
| AMERISERVEPOST-DENVER | 35 | 5.00% | 37 |
| AMERISERVEPOST-SALT LAKE UT | 2 | 5.00% | 2 |
| AMERISERVE-OMAHA, NE | 166 | 5.00% | 174 |

FIG. 197

19800

| Item | Item Growth % | Usage Period |
|---------------|---------------|--------------|
| CHICKEN-PATTY | 0.00 | |

| Distribution Center | Previous Usage | Projected Rest. Count | Covg. Factor | Avg. # RM | DC/Item Growth | Projected Usage |
|---------------------|----------------|-----------------------|--------------|-----------|----------------|-----------------|
| AMER-OMAMA | 44,035 | 166 | 98.49% | 24.12 | 4.00% | 49,205 |
| AMER-PLYMOUTH | 37,141 | 177 | 100.00% | 18.30 | 5.00% | 40,823 |
| AMER-MILWAUK | 38,520 | 188 | 100.00% | 19.02 | 0.00% | 42,909 |

FIG. 198

45

19900

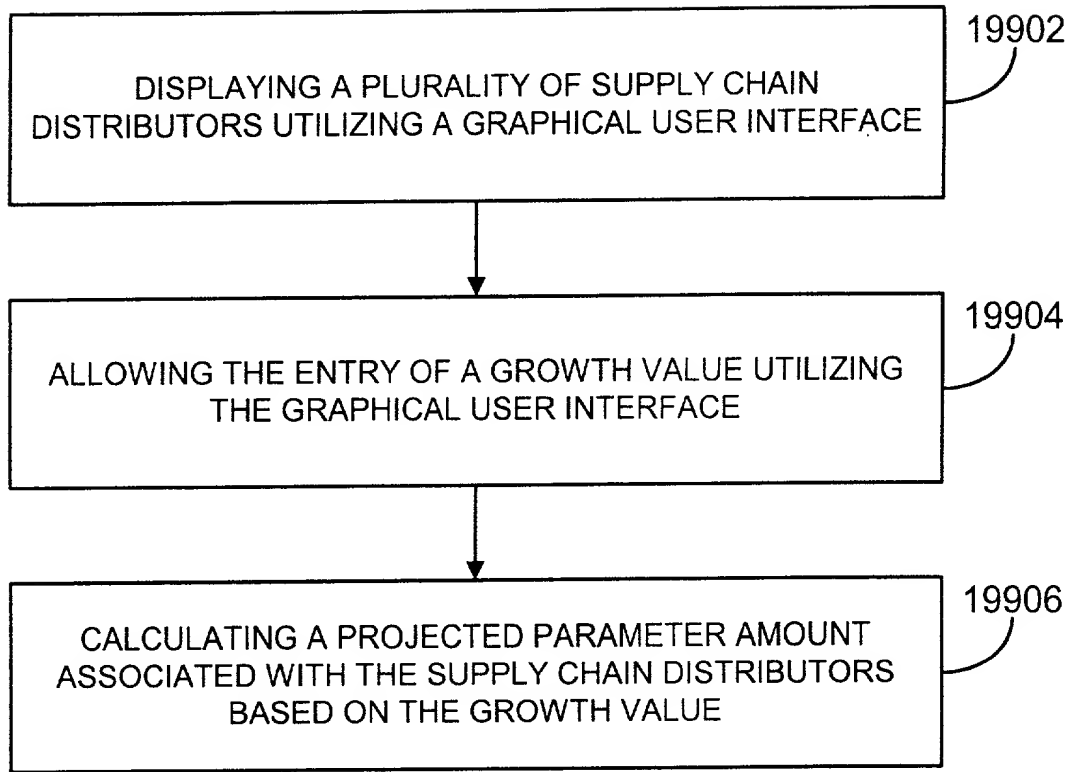


FIG. 199

19900 19902 19904 19906

20000

| Supplier FOB | | Address | |
|-------------------------------------|--|----------------|-----------|
| CAVENDISH FARMS | | Dieppe | NB E1A6X4 |
| J.R. SIMPLOT COMPANY-HERMISTON, OR | | Hermiston | OR 99999 |
| LAMB-WESTON, INC.-AMERICAN FALLS ID | | American Falls | ID 83211 |

| Distribution Center | Lane Restriction | | | Honor TL Rate |
|-------------------------------|------------------------------|--------------------------------|---|--------------------------|
| AMERISERVE/POST-ALBUQUERQUE | <input type="radio"/> Solver | <input type="radio"/> Required | <input checked="" type="radio"/> Excluded | <input type="checkbox"/> |
| AMERISERVE/POST-DENVER | <input type="radio"/> Solver | <input type="radio"/> Required | <input checked="" type="radio"/> Excluded | <input type="checkbox"/> |
| AMERISERVE/POST-SALT LAKE, UT | <input type="radio"/> Solver | <input type="radio"/> Required | <input checked="" type="radio"/> Excluded | <input type="checkbox"/> |
| AMERISERVE-OMAHA, NE | <input type="radio"/> Solver | <input type="radio"/> Required | <input checked="" type="radio"/> Excluded | <input type="checkbox"/> |
| AMERISERVE-PLYMOUTH, MN | <input type="radio"/> Solver | <input type="radio"/> Required | <input checked="" type="radio"/> Excluded | <input type="checkbox"/> |

20002

FIG. 200

20100


| Supplier FOB | | Address | |
|-------------------------------------|--|----------------|-----------|
| CAVENDISH FARMS | | Dieppe | NB E1A6X4 |
| J.R. SIMPLOT COMPANY-HERMISTON, OR | | Hermiston | OR 99999 |
| LAMB-WESTON, INC.-AMERICAN FALLS ID | | American Falls | ID 83211 |

| Distribution Center | Lane Restriction | | |
|-----------------------------|---|---|--------------------------------|
| AMERISERVE/POST-ALBUQUERQUE | <input type="radio"/> Solver | <input checked="" type="radio"/> Required | <input type="radio"/> Excluded |
| AMERISERVE/POST-DENVER | <input checked="" type="radio"/> Solver | <input type="radio"/> Required | <input type="radio"/> Excluded |

FIG. 201

20200

Invalid Selection


AMERISERVE/POST-ALBUQUERQUE is already required by J.R. SIMPLOT COMPANY-HERMISTON, OR.

OK

FIG. 202

20300



DISPLAYING A PLURALITY OF DISTRIBUTION CENTERS OF A
SUPPLY CHAIN UTILIZING A GRAPHICAL USER INTERFACE

20302



DESIGNATING A LANE RESTRICTION OF EACH OF THE
DISTRIBUTION CENTERS UTILIZING THE GRAPHICAL USER
INTERFACE

20304



CONDITIONALLY INVOLVING THE DISTRIBUTION CENTERS
IN A SUPPLY CHAIN ANALYSIS BASED ON THE
DESIGNATION

20306

FIG. 203

FIG. 204

20400

| Supplier FOB | | Address | | |
|-------------------------------------|----------------|---------|--------|--|
| CAVENDISH FARMS | Dieppe | NB | E1A6X4 | |
| J.R. SIMPLOT COMPANY-HERMISTON, OR | Hermiston | OR | 99999 | |
| LAMB WESTON, INC.-AMERICAN FALLS ID | American Falls | ID | 83211 | |

| Distribution Center | Truckload Freight | Lane Distance | |
|------------------------------|-------------------|---------------|--|
| AMERISERVE POST-ALBUQUERQUE | 1,617 | | |
| AMERISERVE POST-DENVER | 1,277 | | |
| AMERISERVE POST-SALT LAKE UT | 691 | | |

FIG. 204

20500

| Supplier FOB | | Address | | |
|-------------------------------|--------------|---------|-------|--|
| O.K. FOODS-FORT SMITH AR | Fort Smith | AR | 72904 | |
| TYSON FOODS-GREEN FORREST, AR | Green Forest | AR | 72638 | |
| TYSON FOODS-RUSSELVILLE AR | Russelville | AR | 72801 | |

| Distribution Center | Weight | LTL Minimum | 0 to 1,000 LBS | 1,001 to 5,000 LBS | 5,001 to 10,000 LBS | 10,001 to 20,000 LBS | 20,000 LBS + | |
|---------------------|--------|-------------|----------------|--------------------|---------------------|----------------------|--------------|--|
| PS-ATLANTA | 15,000 | | | | | 1 10 | | |
| PS-BURLINGTON | 15,000 | 400 00 | | | | 1 20 | | |

FIG. 205

20600

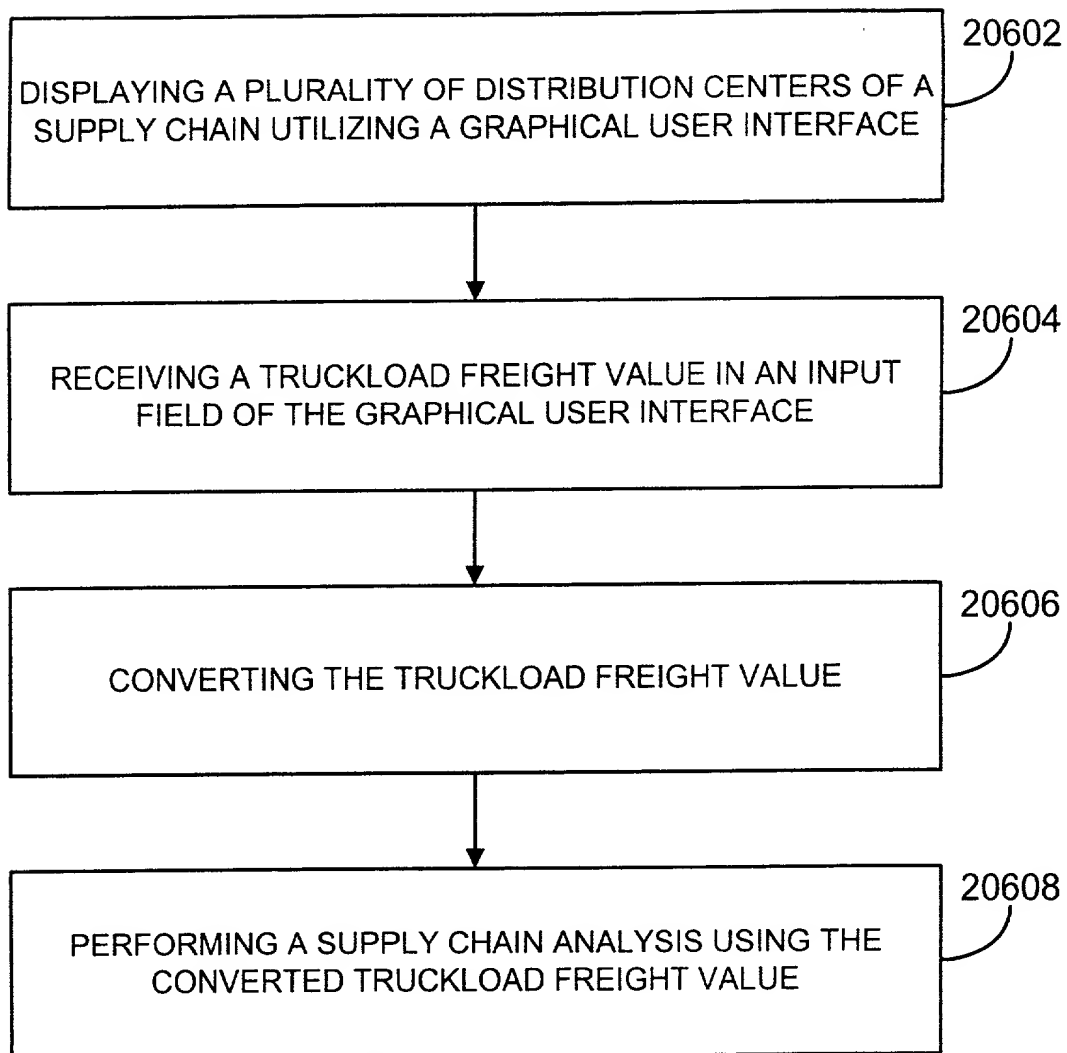


FIG. 206

20700

| Analysis Region | | Force FOB |
|-------------------------------|--|---|
| MCCABE-PORTLAND/RMW-ANCHORAGE | | <input type="radio"/> Yes <input checked="" type="radio"/> No |
| Distribution Center Name | | Site Role |
| MCCABE QUALITY FOODS-PORTLAND | | Corporate & FOB Point |
| RESTAURANTS NW-ANCHORAGE | | Corporate & FOB Point |

FIG. 207

20800

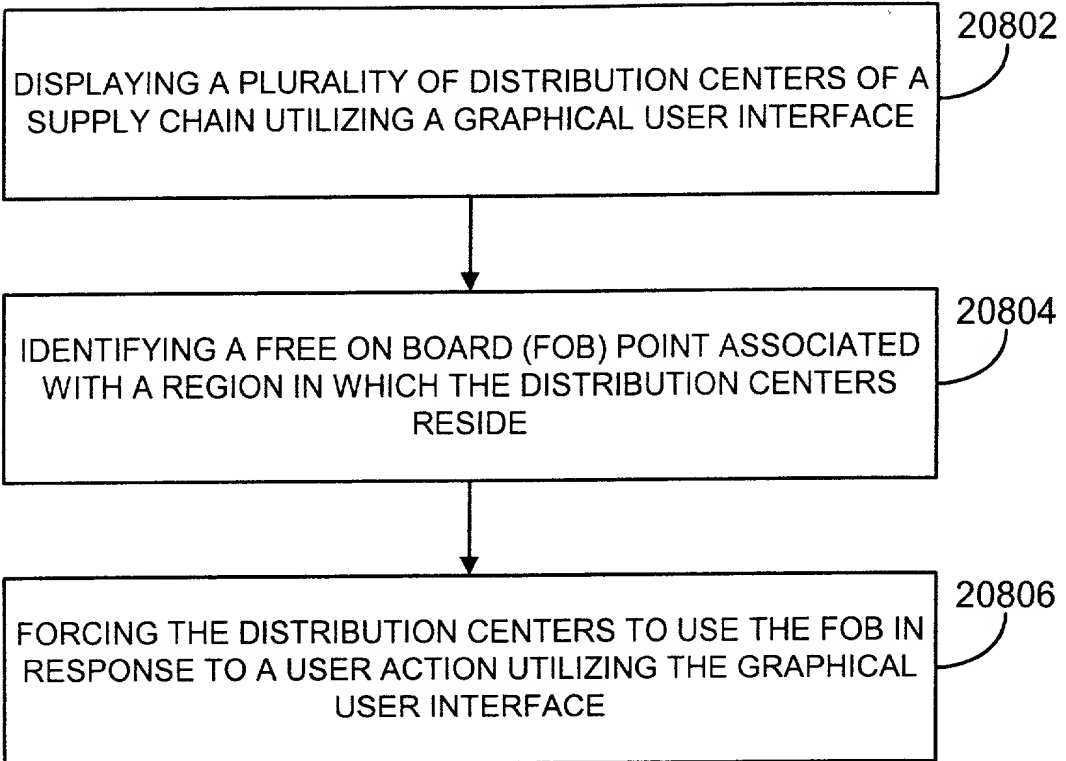


FIG. 208

20900

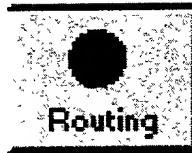


FIG. 209

21000

| Report Selection | | Report Name: |
|----------------------|-------------------------|---|
| Report Type: | Optimal Product Routing | Freight Information Provided |
| Report Parameters: | | Freight Information Provided |
| Supplier: | (All) | LTL Routing Grid By Lane |
| Supplier FOB: | (All) | Routing Results By Lane |
| Distribution Center: | (All) | Routing Results By Lane, Item |
| Version: | Base Version | Routing Results w/ RDC Breakout By Lane |
| | | Routing Results w/ RDC Breakout By Lane, Item |
| | | TL Freight Variance Analysis |

FIG. 210

21100

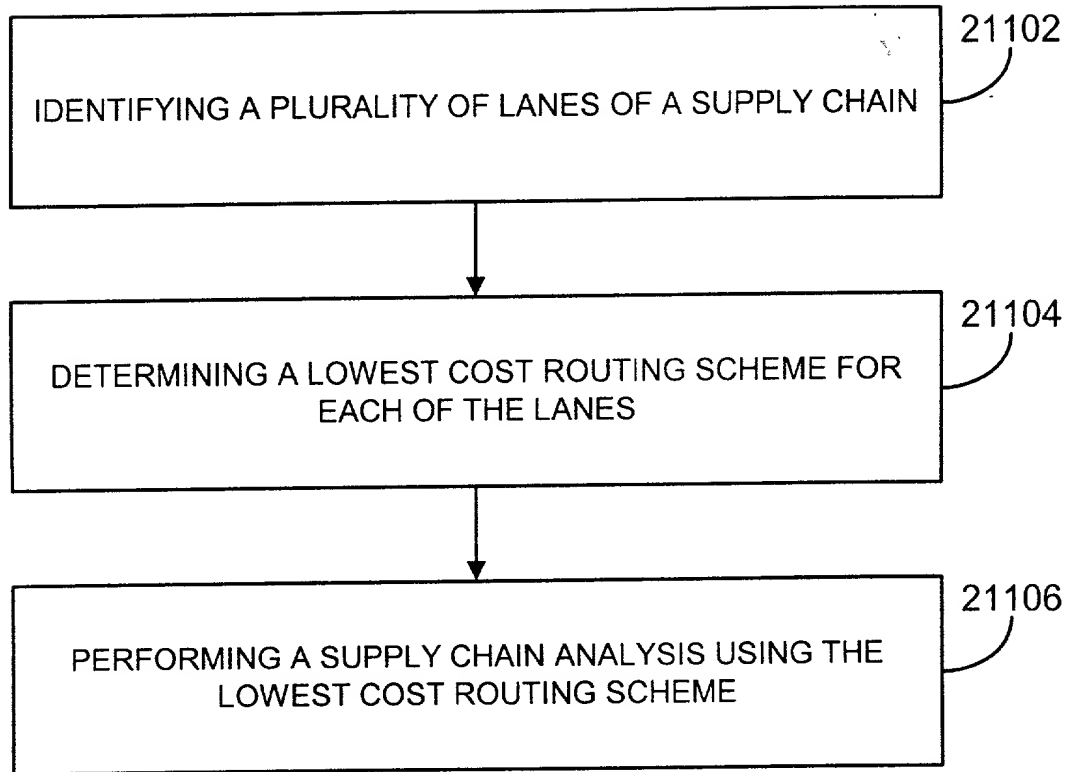


FIG. 211

21200

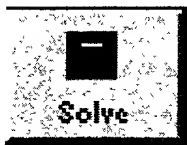


FIG. 212

21300

Report Selection

Report Type: 21302 ↓ Report Name: ↓

| | |
|-------------------------|---|
| Awarded Volume | ↓ |
| Awarded Volume | ↓ |
| Comparison Reports | ↓ |
| Cost Matrix Preview | ↓ |
| Optimal Product Routing | ↓ |
| Tab Reports | ↓ |
| new Capacity & Prices | ↓ |

FIG. 213

21400

| |
|---------------------------------------|
| Awarded Volume by Item - Detail |
| Awarded Volume by Item - Detail |
| Awarded Volume by Item - Freight |
| Awarded Volume by Item - Summary |
| Competing DC Freight Analysis by Item |
| Lane Assignment Matrix |
| Lane Weighted Average Delivered Cost |

FIG. 214

21500

| |
|--|
| Assigned Volume Percentages (no conversion) |
| Assigned Volume Percentages (with conversion) |
| Invoice FOB Detail Comparison (no conversion) |
| Invoice FOB Detail Comparison (with conversion) |
| Invoice FOB Savings Comparison (no conversion) |
| Invoice FOB Savings Comparison (with conversion) |

FIG. 215

21600

| | |
|--------------------|---|
| Report Type: | Report Name: |
| Comparison Reports | Assigned Volume Percentages (no conversion) |

FIG. 216

21700

| |
|---|
| Report Name: |
| Assigned Volume Percentages (no conversion) |
| Assigned Volume Percentages (no conversion) |
| Assigned Volume Percentages (with conversion) |
| Invoice FOB Detail Comparison (no conversion) |

FIG. 217

21800



| | |
|------------------------|--|
| Item: | HASH BROWNS(ROUND) |
| Comparison Versions: | Base version With LTL riding with CCF, forced TL LTL moving with CCF, no Cavendish |
| Include Cost Matrices: | Yes <input checked="" type="radio"/> No <input type="radio"/> |

FIG. 218

21900

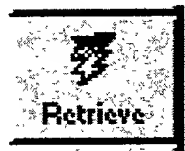


FIG. 219

0981577-070601

22000

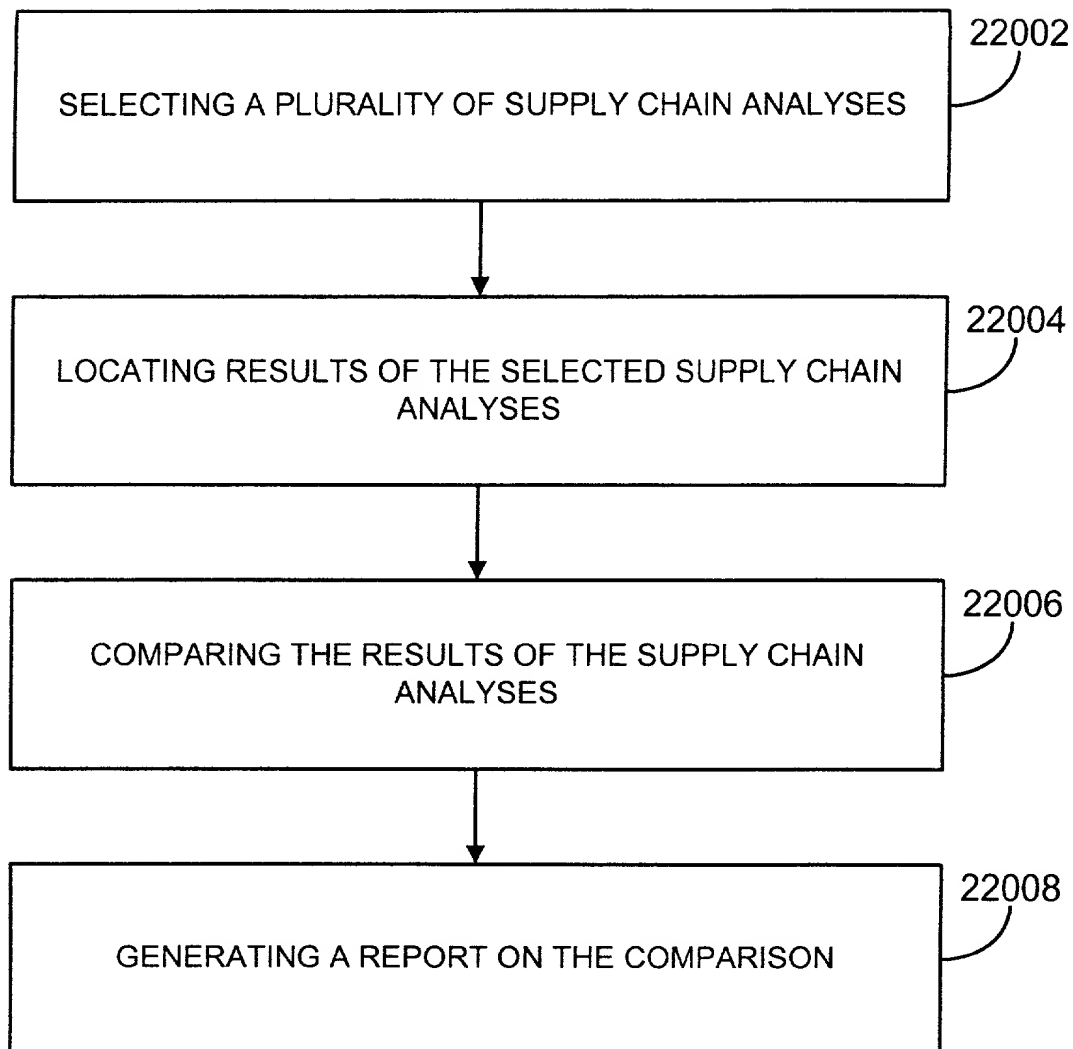


FIG. 220

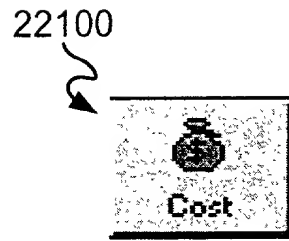


FIG. 221

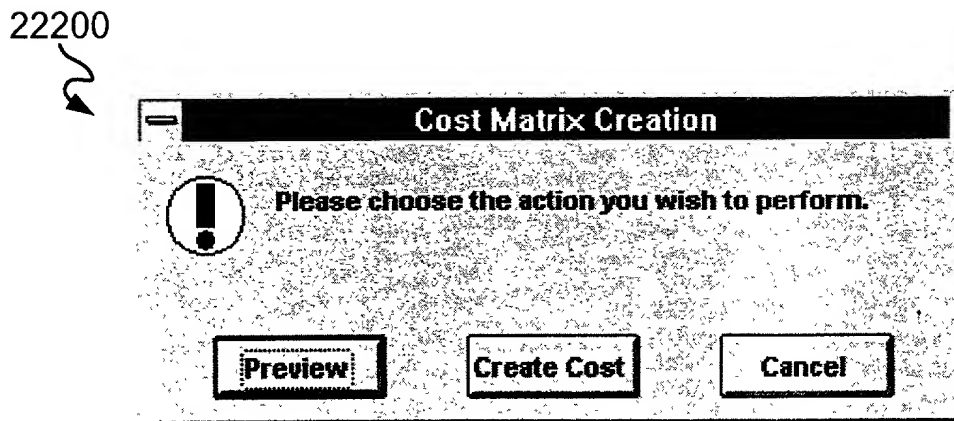


FIG. 222

1091577-070601

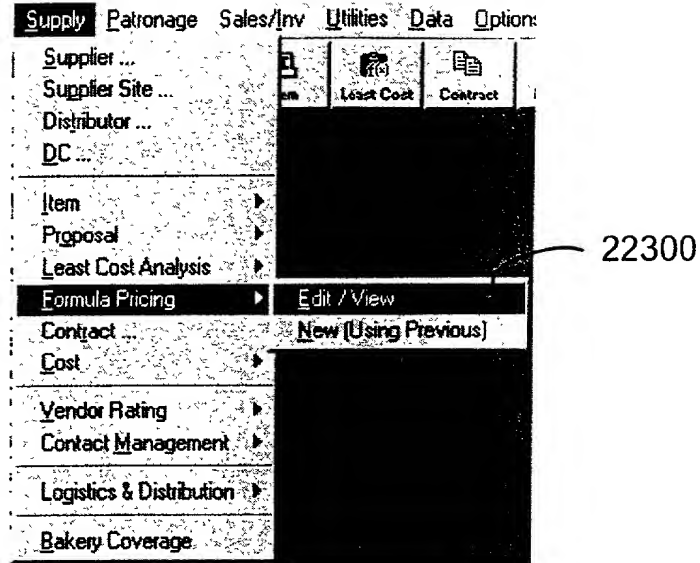


FIG. 223

22400

A screenshot of a software window titled 'Formula Pricing - BEEF - 77% - 04/06/98'. The window has a tabbed interface with tabs: 'General Info', 'Pricing', 'Freight', 'Formulas', 'Block Cost', and 'Adjustments'. The 'Pricing' tab is active. The form contains the following fields:

- Pricing ID:** 12
- Description:** Beef Pricing 04/06/01
- Item:** BEEF - 77% (dropdown menu)
- Raw Material Pricing Date:** 04/06/01
- From:** 03/23/01
- To:** 04/03/01
- Cost Matrix Begin Date:** 03/15/01
- End Date:** 03/28/01
- FOB Adjustment Amount:** 0.0000

FIG. 224

22500

Formula Pricing - BEEF - 77% - 04/06/98

| Date | FRSH DOM 58% TRIM | FRSH DOM 65% TRIM | FRSH DOM 73% TRIM | FRSH DOM 75% TRIM | FRSH DOM 88% LEAN | FRSH DOM 85% LEAN | FRSH DOM 90% LEAN BL | FRSH DOM 90% LEAN | FRSH DOM 90% LEAN YW | FRZN DOM 90% LEAN BL | IMP AUS 90% LEAN | Lean Fine Tstr Beef |
|----------|-------------------------|-------------------------|-------------------------|-------------------------|-------------------------|-------------------------|----------------------------|-------------------------|----------------------------|----------------------------|---------------------|---------------------------|
| 03/23/98 | 0.8800 | 0.9100 | 0.9052 | 0.9300 | 0.9318 | 0.9900 | 0.9900 | 0.9950 | 1.0000 | 0.9500 | 0.9500 | 0.7960 |
| 03/24/98 | 0.8800 | 0.9100 | 0.9149 | 0.9400 | 0.9224 | 0.9800 | 1.0000 | 1.0500 | 1.1000 | 0.9400 | 0.9600 | 0.8400 |
| 03/25/98 | 0.8800 | 0.9150 | 0.8857 | 0.9100 | 0.9224 | 0.9800 | 1.0000 | 1.1500 | 1.2000 | 0.9500 | 0.9300 | 0.9200 |
| 03/26/98 | 0.8850 | 0.9155 | 0.8945 | 0.9190 | 0.9275 | 0.9855 | 1.0000 | 1.2500 | 1.3000 | 0.9600 | 0.9500 | 1.0000 |
| 03/27/98 | 0.8900 | 0.9200 | 0.9344 | 0.9600 | 0.9275 | 0.9855 | 1.0000 | 1.0500 | 1.1000 | 0.9550 | 0.9800 | 0.8400 |
| 03/30/98 | 0.8800 | 0.9300 | 0.9441 | 0.9700 | 0.9318 | 0.9900 | 0.9995 | 0.9998 | 1.0000 | 0.9870 | 0.9650 | 0.7998 |
| 03/31/98 | 0.8850 | 0.9160 | 0.9539 | 0.9800 | 0.9412 | 1.0000 | 1.1000 | 1.1250 | 1.1500 | 0.9550 | 0.9870 | 0.9000 |
| 04/01/98 | 0.9700 | 0.9200 | 0.9393 | 0.9650 | 0.9224 | 0.9800 | 1.2000 | 1.2300 | 1.2600 | 0.9630 | 0.9630 | 0.9840 |
| 04/02/98 | 0.8500 | 0.9400 | 0.9490 | 0.9750 | 0.9318 | 0.9900 | 1.0000 | 1.0250 | 1.0500 | 0.9540 | 0.9870 | 0.8200 |
| 04/03/98 | 0.8515 | 0.9700 | 0.9539 | 0.9800 | 0.9412 | 1.0000 | 1.1000 | 1.0750 | 1.0500 | 0.9580 | 0.9870 | 0.8600 |
| | 0.8753 | 0.9247 | 0.9275 | 0.9529 | 0.9300 | 0.9881 | 1.0690 | 1.0950 | 1.1210 | 0.9572 | 0.9659 | 0.8760 |

FIG. 225

22600

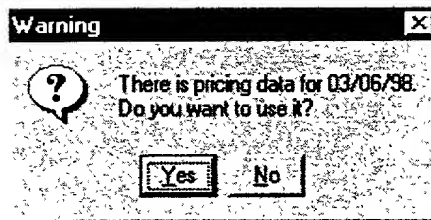


FIG. 226

22700

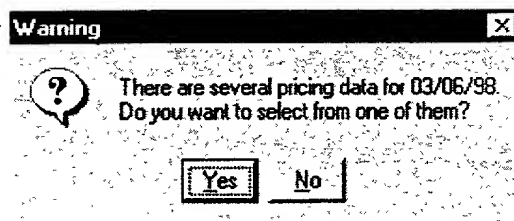


FIG. 227

22800

Formula Pricing Selection [X]

| Pricing ID | Calc. Date | Description |
|------------|------------|----------------------|
| 10 | 03/08/98 | Beef Pricing 3/8/98 |
| 11 | 03/23/98 | Beef Pricing 3/23/98 |

OK Cancel

FIG. 228

22900

Formula Pricing - BEEF - 77% - 04/06/98 [Min] [Max] [X]

General Info | Pricing | Freight | Formulas | Block Cost | Adjustments

| Supplier FOB | Address |
|------------------------------------|---------------------------|
| AMERICAN FOOD SERVICE | King of Prussia, PA 19406 |
| DIVERSITY FOOD PROCESSING-VIRGINIA | Petersburg, VA 23805 |
| GOOD SERVINGS PRODUCTS-NH | Manchester, NH 03108 |

| Material Type | Freight Amt |
|--------------------------------|-------------|
| Fresh Domestic 50% Trim | 0.0450 |
| Fresh Domestic 65% Trim | 0.0000 |
| Fresh Domestic 73% Trim | 0.0000 |
| Fresh Domestic 75% Trim | 0.0000 |
| Fresh Domestic 80% Lean | 0.0000 |
| Fresh Domestic 85% Lean | 0.0000 |
| Fresh Domestic 90% Lean | 0.0400 |
| Fresh Domestic 90% Lean-Blue | 0.0000 |
| Fresh Domestic 90% Lean-Yellow | 0.0000 |
| Frozen Domestic 90% Lean | 0.0000 |
| Imported Australia 90% Lean | 0.0150 |

FIG. 229

23000

Formula Pricing - BEEF - 77% - 04/06/98

General Info | Pricing | Freight | Formulas | Block Cost | Adjustments

| Formula | FD68TR | | FD65TR | | FD73TC | | FD86LC | | FD85LN | | FD90LC | | JMAUSE | | LFTB | | Total |
|---------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| | Pct. | Cost | Pct. | Cost | Pct. | Cost | Pct. | Cost | Pct. | Cost | Pct. | Cost | Pct. | Cost | Pct. | Cost | |
| AFS-1 | 0.3120 | 0.2871 | | | | | | | | | 0.1880 | 0.2134 | 0.4000 | 0.3924 | 0.1000 | 0.0911 | 0.9848 |
| DIV-1 | 0.1400 | 0.1295 | 0.2000 | 0.1949 | 0.1400 | 0.1368 | | | | | 0.2000 | 0.2190 | 0.3200 | 0.3139 | | | 0.9941 |
| GS-1 | 0.3270 | 0.3042 | | | | | | | | | 0.1730 | 0.1972 | 0.3600 | 0.3548 | 0.1400 | 0.1303 | 0.9866 |
| S&C-1 | 0.2414 | 0.2200 | | | | | 0.2179 | 0.2026 | 0.2179 | 0.2153 | 0.2179 | 0.2386 | | | 0.1050 | 0.0956 | 0.9721 |
| SER-1 | 0.3250 | 0.2926 | | | | | | | | | 0.1750 | 0.1951 | 0.3650 | 0.3571 | 0.1350 | 0.1236 | 0.9684 |
| TEX-1 | 0.3090 | 0.2766 | | | | | | | | | 0.3410 | 0.3802 | 0.2500 | 0.2452 | 0.1000 | 0.0996 | 0.9916 |
| WHI-1 | 0.3250 | 0.2958 | | | | | | | | | 0.1750 | 0.1969 | 0.3650 | 0.3608 | 0.1350 | 0.1230 | 0.9765 |
| WIS-1 | 0.3325 | 0.2977 | | | | | | | | | 0.4675 | 0.5165 | 0.1000 | 0.0988 | 0.1000 | 0.0890 | 1.0018 |

FIG. 230

23100

Formula Pricing - BEEF - 77% - 04/06/98

General Info | Pricing | Freight | Formulas | Block Cost | Adjustments

| Formula | Raw Material Cost | Yield | Block Cost | Margin | FOB Price | Include? |
|---------|-------------------|-------|------------|--------|-----------|----------|
| AFS-1 | 0.9840 | 0.99 | \$0.9990 | 0.1232 | \$1.1222 | Y |
| DIV-1 | 0.9941 | 0.98 | \$1.0123 | 0.1669 | \$1.1792 | Y |
| GS-1 | 0.9866 | 0.98 | \$1.0037 | 0.1267 | \$1.1324 | Y |
| S&C-1 | 0.9721 | 1.00 | \$0.9721 | 0.1457 | \$1.1178 | Y |
| SER-1 | 0.9684 | 0.99 | \$0.9831 | 0.1325 | \$1.1156 | Y |
| TEX-1 | 0.9916 | 0.99 | \$1.0067 | 0.1232 | \$1.1299 | Y |
| WHI-1 | 0.9765 | 0.98 | \$0.9939 | 0.1275 | \$1.1214 | Y |
| WIS-1 | 1.0018 | 0.98 | \$1.0202 | 0.1334 | \$1.1536 | Y |

FIG. 231

| | 1990 | 1991 | 1992 | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | 2024 | 2025 | 2026 | 2027 | 2028 | 2029 | 2030 | 2031 | 2032 | 2033 | 2034 | 2035 | 2036 | 2037 | 2038 | 2039 | 2040 | 2041 | 2042 | 2043 | 2044 | 2045 | 2046 | 2047 | 2048 | 2049 | 2050 | 2051 | 2052 | 2053 | 2054 | 2055 | 2056 | 2057 | 2058 | 2059 | 2060 | 2061 | 2062 | 2063 | 2064 | 2065 | 2066 | 2067 | 2068 | 2069 | 2070 | 2071 | 2072 | 2073 | 2074 | 2075 | 2076 | 2077 | 2078 | 2079 | 2080 | 2081 | 2082 | 2083 | 2084 | 2085 | 2086 | 2087 | 2088 | 2089 | 2090 | 2091 | 2092 | 2093 | 2094 | 2095 | 2096 | 2097 | 2098 | 2099 | 2100 | 2101 | 2102 | 2103 | 2104 | 2105 | 2106 | 2107 | 2108 | 2109 | 2110 | 2111 | 2112 | 2113 | 2114 | 2115 | 2116 | 2117 | 2118 | 2119 | 2120 | 2121 | 2122 | 2123 | 2124 | 2125 | 2126 | 2127 | 2128 | 2129 | 2130 | 2131 | 2132 | 2133 | 2134 | 2135 | 2136 | 2137 | 2138 | 2139 | 2140 | 2141 | 2142 | 2143 | 2144 | 2145 | 2146 | 2147 | 2148 | 2149 | 2150 | 2151 | 2152 | 2153 | 2154 | 2155 | 2156 | 2157 | 2158 | 2159 | 2160 | 2161 | 2162 | 2163 | 2164 | 2165 | 2166 | 2167 | 2168 | 2169 | 2170 | 2171 | 2172 | 2173 | 2174 | 2175 | 2176 | 2177 | 2178 | 2179 | 2180 | 2181 | 2182 | 2183 | 2184 | 2185 | 2186 | 2187 | 2188 | 2189 | 2190 | 2191 | 2192 | 2193 | 2194 | 2195 | 2196 | 2197 | 2198 | 2199 | 2200 | 2201 | 2202 | 2203 | 2204 | 2205 | 2206 | 2207 | 2208 | 2209 | 2210 | 2211 | 2212 | 2213 | 2214 | 2215 | 2216 | 2217 | 2218 | 2219 | 2220 | 2221 | 2222 | 2223 | 2224 | 2225 | 2226 | 2227 | 2228 | 2229 | 2230 | 2231 | 2232 | 2233 | 2234 | 2235 | 2236 | 2237 | 2238 | 2239 | 2240 | 2241 | 2242 | 2243 | 2244 | 2245 | 2246 | 2247 | 2248 | 2249 | 2250 | 2251 | 2252 | 2253 | 2254 | 2255 | 2256 | 2257 | 2258 | 2259 | 2260 | 2261 | 2262 | 2263 | 2264 | 2265 | 2266 | 2267 | 2268 | 2269 | 2270 | 2271 | 2272 | 2273 | 2274 | 2275 | 2276 | 2277 | 2278 | 2279 | 2280 | 2281 | 2282 | 2283 | 2284 | 2285 | 2286 | 2287 | 2288 | 2289 | 2290 | 2291 | 2292 | 2293 | 2294 | 2295 | 2296 | 2297 | 2298 | 2299 | 2300 | 2301 | 2302 | 2303 | 2304 | 2305 | 2306 | 2307 | 2308 | 2309 | 2310 | 2311 | 2312 | 2313 | 2314 | 2315 | 2316 | 2317 | 2318 | 2319 | 2320 | 2321 | 2322 | 2323 | 2324 | 2325 | 2326 | 2327 | 2328 | 2329 | 2330 | 2331 | 2332 | 2333 | 2334 | 2335 | 2336 | 2337 | 2338 | 2339 | 2340 | 2341 | 2342 | 2343 | 2344 | 2345 | 2346 | 2347 | 2348 | 2349 | 2350 | 2351 | 2352 | 2353 | 2354 | 2355 | 2356 | 2357 | 2358 | 2359 | 2360 | 2361 | 2362 | 2363 | 2364 | 2365 | 2366 | 2367 | 2368 | 2369 | 2370 | 2371 | 2372 | 2373 | 2374 | 2375 | 2376 | 2377 | 2378 | 2379 | 2380 | 2381 | 2382 | 2383 | 2384 | 2385 | 2386 | 2387 | 2388 | 2389 | 2390 | 2391 | 2392 | 2393 | 2394 | 2395 | 2396 | 2397 | 2398 | 2399 | 2400 | 2401 | 2402 | 2403 | 2404 | 2405 | 2406 | 2407 | 2408 | 2409 | 2410 | 2411 | 2412 | 2413 | 2414 | 2415 | 2416 | 2417 | 2418 | 2419 | 2420 | 2421 | 2422 | 2423 | 2424 | 2425 | 2426 | 2427 | 2428 | 2429 | 2430 | 2431 | 2432 | 2433 | 2434 | 2435 | 2436 | 2437 | 2438 | 2439 | 2440 | 2441 | 2442 | 2 |
|--|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|---|
|--|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|---|

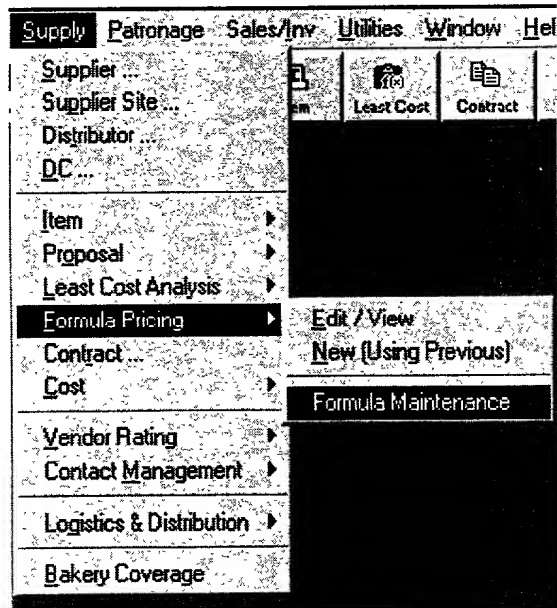
FIG. 232



23500

| Formula Maintenance | | | |
|-------------------------|--------------------------------------|---------------------------------|------------|
| Formula ID | Facility | Description | Short Name |
| 5 | AMERICAN FOOD SERVICE | American Food Service Formula A | AFS-1 |
| 7 | DIVERSITY FOOD PROCESSING - VIRGINIA | DIV Formula - 1b | DIV-1 |
| 8 | GOOD SERVINGS PRODUCTS - NH | Good Servings Formula 1 | GS-1 |
| Number of Rows: 14 | | | |
| Material Type | | Begin Date | Percentage |
| Fresh Domestic 50% Trim | | 10/03/1997 | 31.2000% |
| Fresh Domestic 73% Trim | | 10/01/1996 | 20.0000% |
| Fresh Domestic 85% Lean | | 10/01/1997 | 5.0000% |
| Fresh Domestic 90% Lean | | 10/01/1997 | 18.8000% |
| Number of Rows: 6 | | | 100.0000% |

FIG. 235



23600

FIG. 236